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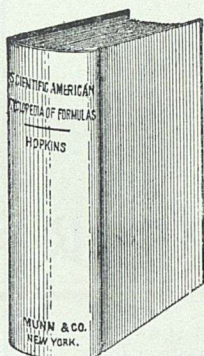
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CASSELL & COMPANY announce that the sale of their uniform series of classics, *The People's Library*, has reached 1,500,000 copies.

MOFFAT, YARD & COMPANY have ready "Common Sense in Politics," by Job E. Hedges, in which he makes a vigorous and brilliant protest against the hypocrisy of view, argument, and conduct recently seen in public affairs.

CHARLES W. ELIOT's "The Conflict Between Individualism and Collectivism in a Democracy," has just been issued by Charles Scribner's Sons. The book is made up of

three lectures delivered at the University of Virginia on the Barbour-Page Foundation, and treats on the subject under three divisions—industries and trades, education, government.

THE BOBBS-MERRILL COMPANY, as usual, have done the unique thing in the style of their holiday book list, which is cleverly gotten up and trimmed in the shape of a book, the front showing Macgrath's "Splendid Hazard," the back Mary Roberts Rinehart's equally successful "Window at the White Cat," both covers being in full colors and gold.

J. S. OGILVIE PUBLISHING Co. call attention to the books by Leo Tolstoi which they have on their list, as Tolstoi's recent death has created a new demand for his writings, and booksellers should be supplied. They have his "Kreutzer Sonata" in three different editions, and have in a 25-cent paper edition "Ivan the Fool," "Life is Worth Living," and "Resurrection." Liberal discounts are given.

JOHN LANE COMPANY have among their newest books "The Life of an Enclosed Nun," by a Mother Superior, who answers tellingly the narrow critics of Catholic Sisterhoods; "Rebel Women," by Evelyn Sharp, giving actual experiences from the life of an English suffragette, including those with the mob and the police, also describing the indignities she suffers and the sympathy she receives; and "A Vagabond in the Caucasus," by Stephen Graham, picturing perhaps the most beautiful mountains of the world.

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Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. All books sent, unless of slight importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

• Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Aesop. The fables of Æsop; il. by 25 plates in color by E. Detmold. N. Y., Doran, 1910. 4°, vel., \$20 net. (500 copies.)

Aikin, W. A., M.D. The voice; an introduction to practical phonology. [2d ed.] N. Y., Longmans, Green, 1910. 8+159 p. fold. tab., diagrs., O. cl., \$2.25 net.

Aldin, Cecil. Farm babies: a day in the life of a venturesome duckling; with 24 plates in color. N. Y., Doran, 1910. 4° bds., \$1.25.

Aldin, Cecil. The twins: the adventures of two troublesome puppies; containing 24 plates in color. N. Y., Doran, 1910. 4° bds., \$2 net.

Allen, J. C. Heroes of Indian history, and stories of their times; with maps and illustrations. N. Y., Longmans, Green, 1910. 8+152 p. D. bds., 50 c.

By the author of "Narrative of Indian history." A book telling of the heroes and their brave deeds, of India, and such evil as was necessary to call forth the good and fine. A book for boys.

Angel, Myron. La piedra pintada; the painted rock of California; a legend. Los Angeles, Cal., Grafton Pub. Co., [1910.] c. 17-102 p. pls. 8°, \$1.25.

Arnold, Matthew. On the study of Celtic literature and other critical essays; with an introd. by Ernest Rhys and a supplement by Lord Strangford, and reprints from Nash's Taliesin. N. Y., Dutton, 1910. c. 16+260 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Arnold-Foster, Mary Story-Maskelyne, [Mrs. Hugh Oakeley Arnold-Foster.] The Right Honourable Hugh Oakeley Arnold-Foster; a memoir by his wife. [N. Y., Longmans, Green,] 1910. 15+376 p. pors. O. cl., \$4.20 net.

The subject of these memoirs was born on August 19, 1855, at Dawlish, in Devonshire, the grandson of Thomas Arnold, Headmaster of Rugby. His father was Director of Public Instruction in the Punjab, and he organized the first system of public instruction for the community. There his mother died, and the father died on reaching England at the age of thirty-one, and Matthew Arnold's "Southern night" was one of the poems written in memory of this brother. Because of his aptitude of mind and because of the political career of his adopted father, Mr. Forster, Hugh Arnold-Foster, for all the children adopted their aunt's married name by choice, entered the same professional life. Ease of writing was natural to all of the Arnolds, and this book contains many specimens of Hugh Arnold's talent. His interest in military policies, his foreign travels, and his parliamentary successes are all recorded. He died in 1909. Index and bibliography of his works (12 p.).

Atlas of literary and historical geography. v. 1, Europe; containing 56 single and double page colored maps, 27 line maps of decisive and other famous battle-fields, and

19 maps illustrating districts connected with famous books and authors; a brief survey of British coinage from the earliest times with 8 plates of illustrations; a full gazetteer, and complete index. N. Y., Dutton, 1910. c. 14+254 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Aucassin and Nicolette, and 15 other mediæval romances and legends; selected and newly tr. by Eug. Mason. N. Y., Dutton, 1910. c. 20+236 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Ayres, Harry Morgan. Bibliographical sketch of Anglo-Saxon literature. N. Y., Lemcke & Buechner, 1910. 20 p. O. pap., 25 c. net.

A bibliography of Anglo-Saxon literature made originally in connection with a course at Columbia University in the spring of 1910. It is designed to save labor in the class-room, and to place before the students who are independently in search of guidance the most convenient titles for beginning this study.

Bagehot, Wa. Lombard Street; a description of the money market. New ed.; with introd. and corrections by Hartley Withers. N. Y., Dutton, 1910. 28+372 p. 12°, cl., \$1.25 net.

Baikie, Rev. Ja. The sea-kings of Crete; with 32 full-page il. from photographs. [N. Y., Macmillan,] 1910. 14+274 p. fold. plan, O. cl., \$2 net.

In his preface says, "the object aimed at has been to offer to the general reader a plain account of the wonderful investigations which have revolutionized all ideas as to the antiquity and the level of the earliest European culture, and to endeavor to make intelligible the bearing and significance of the results of these investigations." The legends, Homeric civilization, the excavations of Prof. Schliemann, Crete and Egypt, periods of Minoan culture, life under the sea-kings, are some of the points discussed. Bibliography (2 p.). Index.

Balzac, Honoré de. Cousin Pons; with an introd. by G. Saintsbury. N. Y., Dutton, 1910. c. 12+346 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Baum, L. Fk., comp. Juvenile speaker. Chic., Reilly & Britton, 1910. 200 p. il. 8°, cl., \$1.25.

Baxter, R. An excerpt from Reliquiæ Baxterianæ; or, Mr. Richard Baxter's narrative of the most memorable passages of his life and times, also an essay by Sir Ja. Stephen on Richard Baxter; ed., with preface, notes, and appendices, by Fs. John, Bishop of Chester; with 2 portraits. N. Y., Longmans, Green, 1910. 23+170 p. O. cl., \$1.75 net.

This excerpt was formerly published in pamphlet form, but because of the editor's sense of its value it is now brought out in book form, that it may be of service to candidates for the ministry and others. This is an autobiographical sketch of a typical Puritan and the life of those early days. References in footnotes. Appendices.

Bearne, Mrs. Catherine Mary Charlton. Four fascinating French women; the Comtesse de Flahaut, the Duchesse de Duras, the Duchesse de Berry, the Princess Bonaparte. N. Y., Brentano's, [1910.] il. 8°, cl., \$3.50 net.

Beddard, A. P., M.D., Edkins, J. S., Hill, Leonard, and others. Practical physiology; ed. by M. S. Pembrey; il. by numerous diagrams and tracings. 3d ed. N. Y., Longmans, Green, 1910. 15+480 p. O. cl., \$4 net.

For notice of previous editions, see American Catalog, 1900-04, v. 2, '03. The present edition has been rewritten and rearranged so as to make practically a new book. A special chapter upon the alimentary canal has been contributed.

Bede, The Venerable. Ecclesiastical history of the English nation, and the lives of the Holy Abbots of Weremouth and Jarrow; with introd. by Vida D. Scudder and notes to the history. N. Y., Dutton, 1910. 34+370 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Bell, Lilian Lida, [Mrs. Arth. Hoyt Bogue.] Angela's quest; with il. by A. B. Wenzell. N. Y., Duffield, 1910. c. 275 p. D. cl., \$1.50.

The heroine is a girl brought up in a convent with no knowledge of her identity, and virtually she is a prisoner. One of the sisters helps her to escape and find her mother, who has been paralyzed since the night her child was kidnapped. From the time of her return the girl's whole energy is bent on finding her father, who has been spirited away by the same wicked man that had her kidnapped. Her adventures are of a most unexpected character, and through them all she is helped by a young reporter, who loves her.

Belloe, Jos. Hilaire Pierre. On anything. N. Y., Dutton, 1910. 8+279 p. 12°, \$1.25 net.

Bonnett, P. P. A compact rhyming dictionary. N. Y., Dutton, 1910. 11+222 p. 32°, im. mor., 50 c.

Bensusan, S: Levy. Home life in Spain; with 12 illustrations. N. Y., Macmillan, 1910. 11+317 p. D. cl., \$1.75 net.

Mr. Bensusan has spent much time in Spain both for pleasure and business, and has studied the people of the various regions closely. In this book he makes no attempt to touch on the scenery of the country or on its political aspects, but devotes himself to the home life of the people. The church in Spain; Church festivals; The hierarchy of the church; The theatre in Spain; The Spanish kitchen; Cafés and restaurants; Etiquette and hospitality; Student life in Spain; In a Spanish village; Lotteries in Spain; Arms and the man, etc., are some of the chapter headings. Index.

Berkeley, Bp. G: A new theory of vision and other select philosophical writings; (The principles of human knowledge and Three dialogues between Hylas and Philonous;) with an introd. by A. D. Lindsay. N. Y., Dutton, 1910. c. 28+304 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Bible. Old Testament. Narrative episodes from the Old Testament; ed., with introd., notes and outline study, by Maud Elma Kingsley and Fk. Herbert Palmer. Bost., Palmer Co., 1910. c. 5-13+179+30 p. 16°, (Kingsley English texts.) 40 c.

Book (A) of hospitalities and a record of guests; with a foreword on old house mot-

toes by Arth. Guiterman. San Francisco, Elder, [1910.] c. no paging, Q. hf. leath., \$1.50 net, boxed.

An artistic book on grayish paper in most attractive type with marginal decorations in pale green. It contains about fifty verses inscribed on doors of old world castles, palaces, manses, abbeys and cottages in greeting to a guest. The mat, the porch, the table, baby, hammock and house spirit each also receive due share of poetical attention. There are blank pages where guests may inscribe their names.

Bradford, Amory Howe. My brother. Bost., Pilgrim Press, [1910.] c. 7+282 p. D. cl., \$1.25 net.

By the author of "Spirit and life," "Heredity and Christian problems," etc. This book contains essays on various phases of the social question, "Who is my brother?" They are attempts to put into words the writer's profound conviction that no questions of the time are more pressing than social questions. Race, station and wealth and differences of brotherhood is the whole theme, with variations. Index.

Bradley, And. Cecil, comp. Essays and studies by members of the English association. N. Y., Oxford Univ. Press, [1910.] 196 p. 8°, \$1.75 net.

Bradley, Cuthbert, ["Whipster," pseud.] Good sport with famous packs, 1885; with 10 plates, 6 in color, and many il. in the text. N. Y., Dutton, 1910. 12+280 p. 4°, cl., \$5 net.

Branch, Anna Hempstead. Rose of the wind, and other poems. Bost., Houghton Mifflin, [1910.] c. 229 p. D. cl., \$1.25 net.

Brierley, J. Life and the ideal. Bost., Pilgrim Press, 1910. 287 p. D. cl., \$1.25 net.

Essays based on the belief that every form of life contains its separate ideal, and that in all departments there is something better than we have yet seen or reached. Some of the contents are: Work and the ideal; Sin and the ideal; Faith and the ideal; Intellect and the moral ideal; Prayer and the ideal; Stimulants; Ethics of trade, etc. By the author of "Aspects of the spiritual," "Sidelights on religion," etc.

Broadley, Arth. Meyrick. Napoleon in caricature, 1785-1821; with an introd. essay on pictorial satire as a factor in Napoleonic history; with nearly 250 il., 24 in colour. In 2 v. N. Y., J. Lane, 1911, [1910.] 77+391; 12+441 p. O. cl., \$12.50 net.

Caricature played a large part in the political life of Europe during 1795-1821, when Napoleon was the figure that focussed all eyes. The journals under his control published caricatures ridiculing his enemies, the subjects often suggested by the Emperor himself, while those in other countries ridiculed him. This book, by the author of "Napoleon and the invasion of England," etc., treats of those caricatures depicting Napoleon, his wives and son, and will prove of great interest to students of the Napoleonic era. Index.

Brochain, Rev. L. C. Meditations for every day in the year. 2 v. St. Louis, Herder, 1910. 36+2246 p. 8°, cl., \$5 net.

Brooke, Rev. Stopford A: Theology in the English poets: Cowper, Coleridge, Wordsworth, Burns; with an introd. note by Ernest Rhys. N. Y., Dutton, 1910. c. 10+276 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Broughton, Leonard Gaston, D.D. The kingdom parables and their teaching. N. Y. and Chic., Revell, 1910. 121 p. 12°, cl., 75 c. net.

Bruce, C: Granville. Twenty years in the Himalaya; with 60 il. and a map. N. Y.,

- Longmans, Green, 1910. 14+335 p. O. cl., \$4.20 net.
The author is M. V. O., Fifth Gurkha Rifles. The whole Himalayan range is described in successive sections from Bhutan and Sikkim to Chilas and the Karakoram, sketches being given of the special features of each as regards scenery, people, sport, etc., with practical information as to facilities for travel.
- Bryan, W: Jennings. The fruits of the tree. N. Y., and Chic., Revell, 1910. 61 p. 16°, bds., 35 c. net.
- Bunyan, J: The pilgrim's progress; with 12 il. in color by Fk. C. Papé. N. Y., Dutton, 1910. 8+316 p. 8°, cl., \$3.
- Burke, Edm. Reflections on the French Revolution and contingent essays; with an introd. by A. J. Grieve. N. Y., Dutton, 1910. 16+362 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Burton, Sir R: F. First footsteps in East Africa; with an introd. by H. W. Nevins. N. Y., Dutton, 1910. c. 20+364 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Bussell, F: W.: D.D. The Roman Empire; essays on the constitutional history from the accession of Domitian, 81 A.D., to the retirement of Nicephorus III., 1081 A.D. In 2 v. N. Y., Longmans, Green, 1910. 14+402; 23+521 p. O. cl., \$9 net.
Author is fellow and tutor of Brasenose College, Oxford. The growth of the Roman constitution for 1000 years is the subject of these volumes. The influence of the subjects' loyalty to the sovereign on the development of constitutional liberty is one of the phases of history dwelt on. Index.
- Byron, G: Gordon Noel, Lord. Complete poetical and dramatic works; with introd. by W. P. Trent. In 3 v. N. Y., Dutton, 1910. c. 20+508; 8+552; 8+538 p. 16°, (Everyman's lib.) ea., cl., 35 c. net; leath., 70 c. net.
- Campbell, Helen Y. Practical motherhood. N. Y., Longmans, Green, 1910. 20+535 p. il. O. cl., \$2.50.
This book covers all the ground of importance in motherhood, including all possible care of herself, care of healthy and sick babies, nutrition, clothing, medicine and hygiene. An appendix contains recipes for invalid cooking. Index.
- Cellini, Benvenuto. The life of Benvenuto Cellini; a new version by Rob. H. Hobart Cust. In 2 v. [N. Y., Macmillan,] 1910. 37+390; 20+533 p. pls. pors. fold. tab., O. cl., \$9 net, boxed.
This new translation, unexpurgated, of the autobiography of the famous artist, is made by the author of "The pavement masters of Siena," and "Giovanni Antonio Bazzi." The volumes are illustrated by portraits and by reproductions from Cellini's works. Bibliography (27 p.). List of Cellini's works. Index.
- Cervantes Saavedra, Miguel de. Don Quixote De La Mancha; tr. into English by Robinson Smith. N. Y., Dutton, 1910. 16+686 p. 8°, cl., \$3.50 net.
- Chapman, G: The tragedies of George Chapman; ed., with notes and introd., by T: Marc Parrot. N. Y., Dutton, 1910. 16+730 p. 12°, cl., \$2 net.
- Cicero, Marcus Tullius. Cicero's letters selected and ed. by Ernest Riess. N. Y., Macmillan, 1910. c. 59+396 p. D. cl., 60 c. net.
Editor is in the Department of Classics, Boys' High Schools, Brooklyn, N. Y.
- Clearing-house systems of the world; a review of the methods used in clearing checks in the principal countries; also the origin and development of bankers' clearing houses; American Bankers' Convention yearbook, 1910. N. Y., Banking Law Journal, 1910. c. 3-62 p. il. tabs., forms, 4°, \$1.
- Colby, Fk. Moore. Constrained attitudes. N. Y., Dodd, Mead, 1910. c. 249 p. D. cl., \$1.20 net.
More essays by the author of "Imaginary obligations." Contents: Coram populo; On the brink of politics; Rusticity and contemplation; The humdrum of revolt; The usual thing; Impatient "culture" and the literal mind; Literary class distinctions; The art of disparagement; International impressionism; Quotation and allusion; Occasional verse.
- Collins, Wilkie. The woman in white; with an introd. by Ernest Rhys. N. Y., Dutton, 1910. 12+570 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Conybeare, Rev. E: Highways and byways in Cambridge and Ely; with il. by F: L. Griggs. N. Y., Macmillan, 1910. 18+439 p. fold. maps, O. cl., \$2 net.
By the author of "History of Cambridgeshire." "Rides around Cambridge." Not only the university town and the cathedral town are described here, but the highways and the picturesque by-roads of the whole of Cambridgeshire and the Island of Ely are written of, with many historical incidents and interesting anecdotes introduced. Index.
- Couch, Sir Arth. T: Quiller-, ["Q." pseud.] The sleeping beauty and other fairy tales from the old French retold; il. in color by Edm. Dulac. N. Y., Doran, 1910. 128 p. 4°, cl., \$5 net; ed. de luxe, vel., \$20 net.
- Curtis, C: H. Orchids for every one; with 50 direct color photographs by T. Ernest Waltham. N. Y., Dutton, 1910. 12+234 p. 4°, cl., \$6 net.
- Cushman, Herb. Ernest. A beginner's history of philosophy. v. 1, Ancient and medieval philosophy. Bost., Houghton Mifflin Co., [1910.] c. il. maps, 12°, cl., \$1.60 net.
- Darbishire, A. D. Breeding and the Mendelian discovery. N. Y., Cassell, 1910. \$1.75 net.
- Dawson, W: Ja., and Coningsby, W: eds. Great English novelists; with introd. essays and notes. N. Y., Harper, 1910. c. 12°, (Readers' lib.) ea., cl., \$1 net.
- Defoe, Dan. Robinson Crusoe; il. with 24 pls. in color by Noel Pocock. N. Y., Doran, 1910. 8°, cl., \$2 net, boxed.
- De Forest, A. Preston, and Stevens, E: Lawrence. Preston-Stevens elementary arithmetic. N. Y., Macmillan, 1910. c. 12+243 p. D. cl., 35 c. net.
First author is principal of Public School No. 164, Brooklyn, and second is associate city superintendent of schools, New York City.
- Dickens, C: Works. Centenary ed. in 36 v. v. 1-2, Sketches by Boz; il. by G: Cruikshank and Phiz; v. 3, American notes for general circulation and pictures from Italy; il. by Marcus Stone; v. 4, The adventures

- of *Oliver Twist*; il. by G. Cruikshank. N. Y., Scribner, [imported,] 1910. 12+393; 10+416; 13+517; 26+509 p. 8°, cl., ea., \$1.
- Dickens, C.** *Mr. Pickwick and his friends*; il. with 40 pls. in color by Fk. Reynolds. N. Y., Doran, 1910. 15+174 p. 4°, cl., \$5 net; ed. de luxe, \$20 net.
- Dillon, E.** *Porcelain and how to collect it*. N. Y., Dutton, 1910. 9+314 p. 12°, \$2 net.
- Dorr, Mrs. Rita Childe.** *What eight million women want*. Bost., Small, Maynard, [1910.] c. 12+339 p. pls. pors. O. cl., \$2 net.
- The author, who bases her statistics and history on the reports of the affiliated societies of the International Council of Women, presents the industrial, social and political status as she interprets it. She thinks that the "voting strength of the world is about to be doubled." Some of the chapters are: From culture clubs to social service; European women and the Salic law; American women and the common law; Women's demands on the rulers of industry; Intellectual ascent of women, etc. Index.
- Downes, Louise.** *The new democracy*. Bost., Sherman, French & Co., 1910. c. 420 p. 8°, \$2.
- Dufferin, F.** *Temple Blackwood, Lord*. Letters from high latitudes; with an introd. by Jon Stefansson and 24 il. reproduced from the original ed. N. Y., Dutton, 1910. 16+252 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Duke, T. S.** *Celebrated criminal cases of America*. San Francisco, Ja. H. Barry Co., 1910. c. 12+657 p. pors. O. cl., \$3 net.
- A history of the celebrated criminal cases in America during the past eighty years; 110 cases in all are presented. Pt. 1 is taken up with San Francisco cases; pt. 2, cases on the Pacific coast; pt. 3, east of the Pacific coast. There is also a brief history of the San Francisco Police Department from the date of its organization. The author is captain of police in that city. The illustrations are portraits of famous detectives and criminals.
- Dumas, Alexandre.** *Works*. In 15 v. v. 1, *The musketeers*; with an introd. by And. Lang. N. Y., Nelson, 1910. 747 p. front. 16°, (New century lib.) limp leath., \$1.25.
- Dunn, Eliza.** *Rugs in their native land*; with numerous color plates and other illustrations. N. Y., Dodd, Mead, 1910. c. 6+155 p. O. cl., \$2.50 net.
- A residence of many years in Turkey, part of the time in the far interior, offered the author ample opportunity to study Oriental rugs. In this book she tells what she learned about rug weaving, dyeing and collecting. The history and characteristic designs of each variety of rug, with illustrations of specimen pieces under separate headings, group all the information about a certain variety in one place. The illustrations, many in color, are handsome and accurate. Index.
- Eliot, C. W.** *The conflict between individualism and collectivism in a democracy*; three lectures (University of Virginia, Barbour-Page Foundation). N. Y., Scribner, 1910. c. 6+134 p. D. cl., 90 c. net.
- Consists of three lectures delivered at the University of Virginia on the Barbour-Page Lecture Foundation, and discusses various features of the "conflict" in industry, trade, education, government, etc.
- Eliot, George, [pseud. for Mrs. J. W. Cross.]** *Scenes of clerical life*; with an introd. by Grace Rhys. N. Y., Dutton, 1910. c. 12+334 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Elliott, Frances B.** *Old court life in France*. [New and cheaper ed.] 2 v. in 1. N. Y., Brentano's, [1910.] il. sq. 16°, cl., \$1.50 net.
- Elliott, Frances B.** *Old court life in Spain*. [New and cheaper ed.] 2 v. in 1. N. Y., Brentano's, [1910.] sq. 16°, cl., \$1.50 net.
- Ellis, S. M.** *William Harrison Ainsworth and his friends*; with 4 photogravure plates and 52 other illustrations. In 2 v. N. Y., J. Lane, 1911, [1910.] 14+432; 7+458 p. O. cl., \$10 net.
- This is the authoritative and only biography of a man who, apart from his position as a great romance writer, was one of the most conspicuous and picturesque figures in the literary and social life of the nineteenth century. Devoting himself to literature from earliest boyhood, Ainsworth was brought into intimate association with all the distinguished men of letters who flourished during his long life, 1805-82. His friends included Sir Walter Scott, Charles Lamb, Lockhart, John Wilson, Mrs. Shelley, Barry Cornwall, Lady Tersey, Leigh Hunt, Maginn, Miss Landon, Coleridge, Tom Hood, Mrs. N. Hook, Father Prout, Thackeray, D'Orsay, Lady Blessington, Disraeli, Bulwer Lytton, Browning, Dickens, Forster, Maclise, Cruikshank, Barham (Ingoldsby), Samuel Lover, Talfourd, Shirley Brooks, Tom Moore, Samuel Rogers, Leech, G. P. R. James, Lever, Marryat, Horace Smith, Wordsworth, Mrs. Southey, Douglas Jerrold, Martin F. Tupper, Dr. Kenealy, "Phiz," Mrs. Henry Wood, Ouida, and many others. All these famous people figure in his biography, which, in consequence, throws innumerable sidelights on the literary history of the last century. Bibliography (38 p.). Index.
- Ellwood, C. Abram.** *Sociology and modern social problems*. N. Y., Amer. Bk. Co., [1910.] c. 331 p. D. cl., \$1.
- Book is intended as an elementary text in sociology as applied to modern social problems, for use in institutions where only a short time can be given to the subject, and where it is to be combined with a study of current social problems. References at end of chapters. Index. Author is professor of sociology, University of Missouri.
- Emerson, Ralph Waldo, and Furness, W. H.** *Records of a lifelong friendship*; [correspondence between Emerson and Furness;] ed. by Horace H. Furness. Riverside Press ed. Bost., Houghton Mifflin, 1910. il. pors. facsim., sq. 8°, cl., \$5 net. (750 copies.)
- Erckmann, Emile, and Chatrian Alexandre.** *The history of a conscript of 1813*. [N. Y., Macmillan,] 1910. 7+280 p. D. cl., \$1.50 net.
- The book is illustrated in color by Lex de Renault.
- Fairy tales of all nations; famous stories from the English, German, French, Italian, Arabic, Russian, Swedish, Danish, Norwegian, Bohemian, Japanese and other sources; tr. and ed. by Logan Marshall; il. with original colored plates. Phil., Winston, [1910.] c. 8-314 p. O. cl., \$2.**
- The editor has drawn upon many famous sources for his material, and the tales have been embellished by thirty illustrations in color. The latter will make an especial appeal to young readers, for while they are highly colored, they are all suited to the subject and nationality of the tales.
- Fanning, Clara Eliz., comp.** *Selected articles on the enlargement of the United States Navy*. 3d and enl. ed. Minneapolis, H. W. Wilson Co., 1910. 8+138 p. 12°, (Debaters' handbook ser.) \$1.
- Ferry, J. Farwell.** *Catalogue of a collection of birds from Costa Rica*. Chic., [Field Museum of Natural History,] 1910. 257-

- 282 p. 8°, (Field Museum of Natural History pubs.; Ornithological ser.) pap., 50 c.
- Field, Eug.** The poems of Eugene Field. Complete ed. N. Y., Scribner, 1910. c. '89-'10. 11+553 p. por. O. cl., \$2 net.
This book is the first collection of all of Field's verses complete in one volume. Resembling in size, make-up and design the one-volume editions of the poems of such men as Lowell, Whittier, Holmes and Lanier, its publication is due to the same cause as was theirs—demand for a convenient *Household edition* of the writer's works at a moderate price. Index.
- Fielding, H.** The history of the adventures of Joseph Andrews and his friend Mr. Abraham Adams; with an introd. by G. Saintsbury. N. Y., Dutton, 1910. c. 52+388 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Finck, H.** Theophilus. Massenet and his operas. N. Y., J. Lane, 1910. c. 245 p. pors. D. cl., \$1.50 net.
The author writes of Massenet in America, and, in addition to a biographical sketch, has a chapter on personal traits and opinions. The operas are discussed in several groups, and a complete list of Massenet's compositions is given. There are portraits of various singers who have appeared in Massenet rôles.
- Forbes, Edg. Allen.** The land of the white helmet. N. Y. and Chic., Revell, 1910. c. 356 p. 8°, cl., \$1.50 net.
- Foster, Olive Hyde.** Cookery for little girls. N. Y., Duffield, 1910. c. 157 p. il. D. cl., 75 c. net.
A cook book designed to assist mothers in training their small daughters in the art of cookery. The child is not supposed to take the receipts and work them out alone, but to do everything under the supervision of an older person.
- Francis of Assisi, St., and Bonaventura, St.,** [Bp. of Albany.] The little flowers, also The mirror of perfection, by St. Francis of Assisi; tr. by Rob. Steele; and Bonaventura's Life of St. Francis; tr. by E. Gurney Salter. N. Y., Dutton, 1910. c. 24+398 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Fraser, Mary Crawford,** ["Mrs. Hugh Fraser."] A diplomatist's wife in many lands. In 2 v. N. Y., Dodd, Mead, 1910. c. 13+354; 10+324 p. por. O. cl., \$6 net, boxed.
In describing her meetings in Great Britain, on the Continent, and in the Orient with some of the most interesting personalities of the later nineteenth century she includes certain bits about contemporary events. Her two volumes open with the life of the family of Thomas Crawford, the sculptor, in Rome, where she, the sister of F. Marion Crawford, was born in 1851. The whole of the first volume is devoted to events and people in her life before her marriage to Hugh Fraser of the British Diplomatic Service, in 1874. She tells anecdotes of such persons as the Orsinis, the Colonnas, Garibaldi, Pope Pius ix., and Victor Emmanuel II. Vol. 2 is probably of even greater interest, for, as the wife of a diplomatist, Mrs. Fraser met royalties and statesmen and other great men, King Edward, Bismarck, Li Hung Chang, Grant, the Brownings, Thorwaldsen, to name but a few of the notables to be met with in these pages.
- Fripp, Sir Alfr. Downing.** Human anatomy of the art student. Phil., Lippincott, 1910. il. 8°, (New art lib.) cl., \$1.75 net.
- Gairdner, W. H. T.** Echoes from Edinburgh: an account of the International World Missionary Conference. N. Y. and Chic., Revell, 1910. 281 p. 12°, cl., \$1 net.
- Gaskell, Mrs. Eliz. Cleghorn Stevenson.** Sylvia's lovers; with a preface by T. Secombe; il. [in color] by M. V. Wheelhouse. [N. Y., Macmillan,] 1910. 47+542 p. D. cl., \$1.50 net.
- George, D. Lloyd.** Better times; speeches. N. Y., Doran, [1910.] 326 p. D. cl., \$1 net.
Mr. George, Chancellor of the Exchequer, says in a foreword that he publishes these speeches to dispel a popular Tory illusion as to the origin of the Budget scheme of 1909. Many critics representing the proposals of that Budget as an electioneering expedient devised to meet a critical emergency in the fortunes of the Liberal government. His great reform measures planned to abolish poverty and give the workingman security and to redistribute wealth more equitably, are discussed.
- Gibbons, E.** The decline and fall of the Roman Empire. v. 4-6. N. Y., Dutton, 1910. c. 20+508; 8+552; 8+538 p. 16°, (Everyman's lib.) ea., cl., 35 c.; leath., 70 c. net.
- Goldston, Will.** More tricks and illusions without mechanical apparatus. N. Y., Dutton, 1910. 128 p. il. 12°, cl., 50 c.
- Goodwin, Emma E.** Goodwin's course in sewing; practical instruction in needlework for use in schools and at home. 3 v. N. Y., F. D. Beattys & Co., [1910.] c. il. 8°, \$1.50.
- Gordon, C. W.,** ["Ralph Connor," pseud.] The recall of love; a message of hope. N. Y., Doran, [1910.] 23 p. il. in color, D. pap., 35 c. net; bds., 50 c. net.
This is the only new book brought out by Ralph Connor this year. A modernizing of the account of Peter's fall and the words of the risen Christ, "Tell Peter." This is the "recall of love" to Peter and to all who fall.
- Gordon, Rev. S. Dickey.** Crowding out the Christ-child; a quiet talk. N. Y. and Chic., Revell, [1910.] c. 45 p. D. (Idyll envelope ser.) pap., 25 c. net, in envelope.
A talk on the crowding out of religion in everyday life and the necessity for correcting this tendency.
- Gordon, W. J.** Our home railways [English]; how they began and how they are worked; with 36 original colored plates by W. J. Stokes and 300 il. from photographs. 2 v. N. Y., Warne, 1910. 284; 284 p. 8°, cl., \$4.50 net.
- Graves, C. L.** Life and letters of Alexander Macmillan. N. Y., Macmillan, 1910. 5+417 p. pors. O. cl., \$3.50 net.
The founders of one of the best known publishing houses in the English speaking world were Daniel and Alexander Macmillan. The first of these brothers, who died in 1857, was made the subject of a biography many years ago, but Alexander lived until 1896, and his memoir is only now issued. Daniel Macmillan was both the publisher and the friend of such men as Charles Kingsley, Tennyson, Gladstone, Huxley, Matthew Arnold, Lord Morley and Thomas Hardy, and his biography contains interesting souvenirs of these and other famous figures. Index.
- Gray, T., and Goldsmith, Oliver.** Thomas Gray's elegy written in a country churchyard and other poems; Oliver Goldsmith's The deserted village, The traveller, and other poems; ed., with notes and an introd., by Ja. F. Hosic. N. Y., Longmans, Green,

1910. c. 16+80 p. D. (Longmans' English classics.) cl., 25 c.
Editor is head of the Department of English, Chicago Normal College.
- Grierson, Mrs. Eliz. W.** Tales of English minsters. In 7 v. N. Y., Macmillan, 1910. pls. (partly col.) D. bds., ea., 50 c. net.
Contents: Canterbury; Durham; Ely; Lincoln; St. Alban's; St. Paul's; York.
- Griffin, W. Hall.** The life of Robert Browning; with notices of his writings, his family, and his friends; completed and ed. by Harry Christopher Minchin; with 37 illustrations. N. Y., Macmillan, 1910. 13+342 p. pls. pors. O. cl., \$3.50 net.
The author had amassed his material with great care and had written about half his work when his last illness obliged him to lay aside his pen. His widow entrusted Mr. Minchin with the task of completing it. Much new material that Mrs. Orr did not have access to has been gathered for this biography. Appendices contain the hitherto unpublished material, which consists chiefly of hitherto unpublished shorter poems and translations of some Italian manuscripts.
- Grimshaw, Beatrice.** New Guinea; with many il. from the author's photographs. Phil., Lippincott, 1910. 8°, \$3.50 net.
- Hafiz, Shams ed-din Muhammad.** The Rubaiyat of Hafiz; tr., with an introd., by Syed Abdul Majid; rendered into English verse by L. Cranmer Byng. N. Y., Dutton, 1910. 60 p. 16°, (Wisdom of the East ser.) cl., 60 c. net.
- Haggard, And. C. Parker.** The amours of Henri de Navarre and of Marguerite de Valois; with photogravure front. and 16 full-page illustrations. N. Y., Brentano's, [1910.] 8°, cl., \$4.50 net.
- Hagood, Johnson.** Memoirs of the war of secession; from the original manuscripts of Johnson Hagood, brigadier-general, C. S. A. I. Hagood's 1st 12 months S. C. V.; II. Hagood's brigade; [ed. by U. R. Brooks.] Columbia, S. C., State Co., 1910. c. 9-496 p. il. por. maps, 8°, \$3.
- Hall, Thornton.** Love intrigues of royal courts. N. Y., Dodd, Mead, 1910. il. 8°, \$3.50 net.
- Handbook of penmanship;** a manual for teachers and students of free-arm movement writing; a complete development of rapid writing for all grades; arranged in 3 parts. N. Y., Macmillan, 1910. c. 48 p. il. obl. D. pap., 25 c. net.
- Haney, J. L.** Monsieur D'Or; a dramatic fantasy. Phil., Egerton Press, [934 N. 11th St.,] 1910. 145 p. 12°, cl., \$1.20 net. (250 copies.)
- Hardy, T.** The mayor of Casterbridge. Thin paper ed. N. Y., Harper, 1910. 12°, cl., \$1.25; leath., \$1.25 net.
- Hardy, T.** A pair of blue eyes. Thin paper ed. N. Y., Harper, 1910. 5+453 p. front. maps, 12°, cl., \$1.25; leath., \$1.25 net.
- Hargrave, Basil.** Origins and meanings of popular phrases and names. Phil., Lippincott, 1910. 12°, cl., \$1.50 net.
- Haring, C. H.** The buccaneers in the West Indies in the xvth century; with 10 maps and illustrations. N. Y., Dutton, 1910. 8+298 p. 8°, cl., \$3.50 net.
- Hart, Alb. Bushnell.** Formation of the union, 1750-1829; with 5 maps. Rev. ed. N. Y., Longmans, Green, 1910. c. '92-'10. 22+278 p. S. (Epochs of American history; ed. by Alb. Bushnell Hart.) cl., \$1.25.
- Hartley, C. Gasquoine.** Things seen in Spain; with 50 illustrations. N. Y., Dutton, 1910. 11+253 p. 16°, 75 c.
- Hartman, J. F., comp.** Monologues and parodies; a unique collection of monologues, epigrams, epitaphs and parodies. N. Y., [T: J. Carey, 103 Park Ave., 1910.] c. 106 p. il. 12°, 75 c.
- Hartshorn, Edm. F.** Experiences of a boy, by his father's son. Newark, N. J., Baker Printing Co., 1910. c. 131 p. 12°, \$2.
- Hatch, D. S.** Aërial navigation. [Chic., Amer. School of Correspondence, 1910.] c. 114 p. il. 8°, \$1.
- Hazlitt, W.** Lectures on English poets, and the spirit of the age; with an introd. by A. R. Waller. N. Y., Dutton, 1910. 16+350 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Hedges, Job. Elmer.** Common sense in politics. N. Y., Moffat, Yard, 1910. c. 5+3-253 p. D. cl., \$1.25.
A protest against the hypocrisy of view, argument and conduct recently seen in public affairs. *Contents:* State of the nation; Some Americanized traits; Political parties; Reform; Press agent; Law and morals; Honesty; Final reflection.
- Hegel, Georg Wilhelm Friedrich.** The phenomenology of mind; tr., with introd. and notes, by J. B. Baillie. In 2 v. N. Y., Macmillan, 1910. 44+427; 8-429+823 p. O. (Lib. of philosophy; ed. by J. H. Muirhead.) cl., \$5.50 net.
Translator is professor of moral philosophy, Aberdeen University, Scotland.
- Hegner, Rob. Wilhelm.** An introduction to zoology. N. Y., Macmillan, 1910. c. 12+350 p. il. pls. pors. D. cl., \$1.90 net.
Author is assistant professor of zoology in the University of Michigan. Bibliography (14 p.). Index.
- Henderson, Ernest Norton.** A text-book in the principles of education. N. Y., Macmillan, 1910. c. 14+593 p. O. cl., \$1.75 net.
Education from the point of view of evolution is the subject of this book, the subject being treated under three main divisions—education as a factor in organic and social evolution, the process of education in the individual, and the educational agencies. Bibliography (11 p.). Index. Author is professor of education and philosophy in Adelphi College, Brooklyn.
- Hinkson, Mrs. Katharine Tynan, [formerly Katharine Tynan.] Freda.** N. Y., Cassell, 1910. col. front. 12°, cl., \$1.20 net.
- Hitchcock, Rev. F. R. Montgomery.** Christ and his critics. N. Y. and Chic., Revell, 1910. 180 p. 12°, cl., \$1 net.
- Hoare, Lady Katharine L.** The art of tatting; with an introd. by the Queen of Roumania; with 54 plates in collotype. N. Y., Longmans, Green, 1910. 12+23 p. Q. cl., \$7 net.
Tatting as an art is rather a new idea to most people, but this book, with its many illustrations of work as dainty and filmy as any lace and other pieces done in silk and ornamented with jewels, will prove that this kind of needlework is indeed worthy a place among the arts. "Carmen Sylva" contributes

an introduction, and many of the plates reproduce specimens of her work, as well as that of Lady Hoare, another enthusiastic tatter.

Holbrooke, G: Otis. Aryan word-building. N. Y., Knickerbocker Press, [29 West 23d St.,] 1910. c. 12+442 p. 8°, \$2.

Holme, C., ed. Peasant art in Sweden, Lapland and Iceland; autumn number of the *International Studio*. N. Y., [J: Lane,] 1910. 7+48 p. pls. col. pls. Q. pap., \$3 net.

There is first an article on Sweden by Sten Granlund, translated by E. Adams-Ray, and then Lapland and Iceland are treated of in two articles by Jarno Jessen. There are numerous plates, some in color, illustrating the various peasant arts, such as jewelry making, embroidery, wood carving, etc.

Homer, [Gk. Homeros.] Homer's Odyssey; W: Cowper's tr.; with notes by F. M. Stawell. N. Y., Dutton, 1910. c. 6+368 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 75 c. net.

Hooper, Luther. Hand-loom weaving; plain and ornamental; with line drawings by the author and Noel Rooke; also collotype il. from ancient and modern textiles. N. Y., Macmillan, 1910. 22+338 p. D. (Artistic crafts ser. of technical handbooks; ed. by W. R. Lethaby.) bds., \$2.25 net.

This volume informs the student of the best methods of preparing warps, fitting up looms and making or selecting the various appliances necessary for the work, as well as inventing, planning and weaving ornamental webs. The assistance of the domestic and the artistic weaver has been particularly borne in mind in the preparation of the book.

Horne, Herman Harrell. Idealism in education; or, first principles in the making of men and women. N. Y., Macmillan, 1910. c. 21+183 p. D. cl., \$1.25 net.

The author is professor of the history of philosophy and of the history of education at New York University, and has written "Philosophy of education, etc. Contending that education is the purposeful providing of an environment, with personality in and behind environment counting for the most, so education relates personalities of different degrees of maturity, and idealism is its true philosophy. The conclusions of this book go beyond the forces of heredity and environment into the region of individual will. References at the ends of chapters. Index.

Howe, Mark Antony De Wolfe. Boston common: scenes from four centuries. Special limited ed. Bost., Houghton Mifflin, 1910. il. 4°, cl., \$6 net. (500 copies.)

Howland, G: C. Advanced lessons in English. Chic., McClurg, 1910. c. 314 p. il. cl., 60 c.

Howland, G: C. Elementary lessons in English. Chic., McClurg, 1910. c. '08. 207 p. il. cl., 40 c.

Hudson, W. H. A shepherd's life impressions of the South Wiltshire Downs; il. by Bernard C. Gotch. N. Y., Dutton, 1910. 11+361 p. 8°, cl., \$2.50 net.

Husband, M. F. A. A dictionary of the characters in the Waverley novels of Sir Walter Scott. N. Y., Dutton, 1910. 16+287 p. 8°, cl., \$3 net.

Hutton, W. S. The pathway to happiness; comprising the philosophy of the sunny side of life. N. Y., Dutton, 1910. 6+124 p. 12°, cl., 50 c. net.

Huxley, T: H: Lectures and lay sermons; (contains in full Huxley's 8 remarkable illustrated lectures on the Vertebrate skull;) with an introd. by Sir Oliver Lodge. N. Y., Dutton, 1910. c. 18+294 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Ibsen, Henrik. A doll's house, The wild duck, and The lady from the sea; with an introd. by R: Farquharson Sharp. N. Y., Dutton, 1910. c. 16+284 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Iliowizi, H: Revelation: worlds mystic and realistic. N. Y., Dutton, 1910. 6+378 p. 12°, cl., \$2 net.

Irving, Washington. The conquest of Granada; with an introd. by Ernest Rhys. N. Y., Dutton, 1910. c. 16+352 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Irving, Washington. The old English Christmas; il. in color by H. M. Brock. Phil., Jacobs, 1910. nar. 12°, cl., \$1.25 net.

Irwin, W: H: The readjustment. N. Y., Huebsch, 1910. c. 287 p. D. cl., \$1.20 net.

The story of the wooing of a girl of innate refinement of character and great delicacy of feeling by a man who has all the charm that springs from splendid physique, good humor, vigorous animal spirits and a strong will, but who, without being at all villainous, lacks the girl's finer sense of honor and unselfishness of spirit. The typical disillusionment comes in this case before marriage, and is followed by the transference of the man's affections to a girl of his own type, a chum of both of them, whom he has till then regarded merely as a friendly *confidante*. The scenes are laid on a California fruit ranch and in San Francisco.

Jacberns, Raymond. A schoolgirl's battlefield; with 6 colored il. by W. H. C. Groome. N. Y., Dutton, 1910. 387 p. 12°, cl., \$1.50.

Jackson, Alice F., ed. David Copperfield; retold. Phil., Jacobs, 1910. col. il. 12°, (Children's Dickens.) bds., 75 c. net.

Jackson, Alice F., ed. Ivanhoe; retold. Phil., Jacobs, 1910. col. il. 12°, (Children's Scott.) bds., 75 c. net.

Jackson, Alice F., ed. Little Nell; retold. Phil., Jacobs, 1910. col. il. 12°, (Children's Dickens.) bds., 75 c. net.

Jackson, Alice F., ed. The talisman. Phil., Jacobs, 1910. col. il. 12°, (Children's Scott.) bds., 75 c. net.

Jackson, Mrs. Gabrielle Emilie. Three little women's success; a story for girls. Phil., Winston, [1910.] c. 320 p. pls. 12°, cl., \$1.

Jackson, Vincent, ed. English melodies from the XIII to XVIII centuries; 100 songs, with music; ed., with introd. and historical notes. N. Y., Dutton, 1910. 52+210 p. 8°, cl., \$3 net.

James, Grace, comp. Green Willow and other Japanese fairy tales; with 40 il. in colour by Warwick Goble. N. Y., Macmillan, 1910. 8+280 p. Q. cl., \$5.50 net.

A collection of Japanese fairy tales, most beautifully illustrated in color. Each picture is tipped in on a heavy brown page and the dainty tinting and graceful lines of the drawings reproduce the Japanese spirit of the tales.

- Jane, L. Cecil. From Metternich to Bismarck; a textbook of European history, 1815-1878. N. Y., Oxford Univ. Press, 1910. 288 p. maps, plans, 8°, \$1.10.
- Jayhews, T.: His better self; a novel. Akron, O., Saalfeld, [1910.] c. 508 p. 12°, cl., \$1.50.
- Jenner, W: A., and Wilson, H: E. Cæsar's first campaign; a beginner's Latin book. N. Y., Appleton, [1910.] c. 3-18+312 p. il. 12°, \$1 net.
- Jerrold, Clare. The beaux and the dandies: Nash, Brummell, and D'Orsay, with their courts; with front. and 16 illustrations. N. Y., J. Lane, 1910. 391 p. O. cl., \$5 net.
An account of the famous beaux since the times of James I. The well-known names of Nash, Brummell and D'Orsay figure in the pages, while less famous dandies are brought from oblivion and many an anecdote of their lives and *bon mots* is recounted, giving a picture of this curious profession of being simply men of fashion. Index.
- Johnston, R. F. Lion and dragon in northern China; with map and illustrations. N. Y., Dutton, 1910. 14+460 p. 8°, cl., \$5.
- Jones, J: P.; D.D. The modern missionary challenge; a study of the present day world missionary enterprise; its problems and results. N. Y. and Chic., Revell, 1910. 358 p. 8°, cl., \$1.50 net.
- Jonson, Ben. Complete plays; introd. by Felix E. Schelling. In 2 v. N. Y., Dutton, 1910. c. 28+642; 8+738 p. 16°, (Everyman's lib.) ea., cl., 35 c. net; leath., 70 c. net.
- Kaye-Smith, Sheila. Spell Land; the story of a Sussex farm. [N. Y., Macmillan,] 1910. 7+350 p. D. cl., \$1.75 net.
Among the peasants and workers of Spell-Land was a dreamer, and his story begins in earliest youth. He had a great longing to meet the devil and yet was sore afraid. He meets a minister who explains to him the comforting doctrines of the New Church (Swedenborgian). He reads greedily and acts what he reads with his little girl chum Emily. Love comes in time, but Emily marries another. The characters are well drawn. Claude the dreamer also studies Nietzsche and becomes unbalanced as he grows older. The end is tragic.
- Kinglake, Alex. W: Kinglake's Eothen; with introd. by D. G. Hogarth and notes by V. H. Collins. N. Y., Oxford Univ. Press, [1910.] 23+303 p. front. map, 8°, cl., 60 c.
- Kingsley, Rev. C: Alton Locke, tailor and poet; with an introd. by Ernest Rhys. N. Y., Dutton, 1910. c. 12+370 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Kroeber, A. L. The Chumash and Costanoan languages. Berkeley, Cal., Univ. of Cal. Press, 1910. 237-271 p. O. (Univ. of Cal. pubs.; American archæology and ethnology.) pap., 35 c.
- Lagerlöf, Selma Ottiliana Louise. The story of Gösta Berling. New il ed., with 32 pictures from drawings by G: Pauli. Bost., Little, Brown, 1910. 8°, cl., \$2 net.
- Laird & Lee's diary and time saver; 14 maps in 4 colors, including territorial acquisitions, Panama Canal route, Mexico, Canada, and the relative value of products in each state; astrological signs for every day in the year, with full explanation for reading character. 12th annual ed., 1911. Chic., Laird & Lee, [1910.] c. '99-'10. 99 p. nar. T. leath., 25 c.
- Lamar, Ashton. The aeroplane express; or, the boy aeronaut's grit; il. by S. H. Riesenberg. Chic., Reilly & Britton, [1910.] c. 246 p. D. (Aeroplane boys ser.) cl., 60 c.
One of a series of four books of the air flying kind. The scheme is to reach some mines in an inaccessible Arizona region. Roy Osborne becomes aviator and Sink Weston guide. Incidentally the last survivor of a lost Indian tribe is discovered and the "Mystery of the white god of the sink hole" penetrated.
- Lang, Elsie M. Oxford colleges. Phil., Jacobs, 1910. il. 32°, leath., 90 c. net.
- Lang, Jeanie. More stories from Shakespeare; with 8 colored plates by N. M. Price. N. Y., Dutton, 1910. 10+118 p. 24°, cl., 50 c. net.
- Lazell, F: J: Isaiah as a nature-lover. Cedar Rapids, Ia., Torch Press, 1910. c. 52 p. front. 16°, (Torch ser.; ed. by J. F. Newton.) 60 c.
- Leacock, Stephen. Literary lapses. N. Y., J: Lane, 1911, [1910.] 248 p. D. cl., \$1.25 net.
Short sketches on many topics written with much humor. *Contents:* My financial career; Lord Oxhead's secret; The new food; A new pathology; Winter pastimes; Aristocratic education; Hints to travellers; Borrowing a match; The passing of the poet; Half-hours with the poets, etc.
- Lenôtre, Georges. A Gascon royalist in revolutionary Paris; [tr.] from the French by Mrs. Rodolph Stowell. N. Y., Dodd, Mead, 1910. 288 p. il. 8°, cl., \$3.50 net.
- Lockyer, Sir Jos. Norman and Winifred L., comps. Tennyson as a student and poet of nature; with an introd. and notes. N. Y., Macmillan, 1910. 10+220 p. D. cl., \$1.50 net.
The passages in Tennyson's works which deal with the scientific aspects of nature have been brought together and classified, and by means of notes by various authorities it has been shown how very true to fact his descriptions are, and how keen and careful an observer he was.
- Love, Ja. Franklin, D.D. The unique message and the universal mission of Christianity. N. Y. and Chic., Revell, 1910. 256 p. 12°, cl., \$1.25 net.
- Luby, Ja. The black cross clove. N. Y., Huebsch, 1910. c. 368 p. D. cl., \$1.20 net.
The hero of the book is Stephen Eltringham, a young New York painter, somewhat spoiled, but a manly figure whose attraction for the other sex gives rise to the plot. Two principal female characters are contrasted types; first the young girl of the city, of sweet nature, product of the sheltered life of the home, but who possesses a latent strength of womanhood which develops as the story progresses; and the second girl, who is the illiterate and primitive, but shrewd and unscrupulous village maiden, a compound of imagination and vulgarity, proud of the Indian strain in her blood, ambitious to become an actress in New York, yet so absorbed in a weird and fantastic love for the mythical spirit of the mountain, Winnesook, that she cannot make up her mind to leave the neighborhood of the Black Cross Clove, in which, according to the old legend, he is imprisoned. The climax is reached in the tragic mating of the country girl with her shadowy sweetheart, but the human interest is prolonged in an epilogue in which the destinies of the other people in the story are indicated. The scene is laid in the Catskill Mountains.
- Ludlow, Ja. Meeker, D.D. The discovery of self. N. Y. and Chic., Revell, 1910. c. 63 p. 12°, (Right living ser.) bds., 35 c. net.

- Macaulay, T:** Babington, *Lord*. Essay on Warren Hastings; ed. by Allan Abbott. Bost., Houghton Mifflin, [1910.] c. 13+95-223+14-26 p. map, 16°, (Riverside literature ser.) cl., 15 c.
- McClellan, Elisabeth.** Historic dress in America, 1800-1870. Phil., Jacobs, 1910. il. pors. 4°, cl., \$6 net.
- McClintock, Wa.** The Old North Trail; or, life, legends and religion of the Blackfeet Indians. N. Y., Macmillan, 1910. 16+539 p. col. pls. fold. map, O. cl., \$4 net.
The Blackfeet Indians, before they were restricted to their reservation, wandered over the country from the North Saskatchewan River in Alberta to the Yellowstone River in Montana. Their name comes from the time when their ancestor lived far north where the dark fertile soil discolored their moccasins, so that they were called Siksikaua, or Black Moccasins. Mr. McClintock has spent much time among them, and tells of their customs, folk-lore and history. The music of some of their songs, usually sung without words, is given. There are many illustrations giving pictures of living members of the tribe. Appendix. Index.
- Macdonald, Alex.** The invisible island: a tale of the Gulf of Carpentaria; il. by C. M. Sheldon. Bost., H. M. Caldwell, 1910. 12°, cl., \$1.25.
- MacDonald, G: A.** The light side of the law. N. Y., Cassell, 1910. \$1.75 net.
- Macewen, Rev. Alex. R.** Antoinette Bourignon, quietist; her life and doctrines. N. Y., Doran, 1910. 12°, cl., \$1.25 net.
- Mackaye, Percy Wallace.** Anti-matrimony; a satirical comedy. N. Y., Stokes, [1910.] c. 160 p. front. D. cl., \$1.25 net.
A comedy satirizing the anti-matrimony preaching of some of the ultra-advanced faddists.
- Mackenzie, W: Douglas, D.D.** The final faith; a statement of the nature and authority of Christianity as the religion of the world. N. Y., Macmillan, 1910. 16+243 p. O. cl., \$1.75 net.
Author is president of Hartford Theological Seminary, and has written "John Mackenzie, South African missionary and statesman," "The ethics of gambling," etc. Dr. Mackenzie, believing that the Christian religion has come to one of the great crises in its history, has written this book expounding afresh the basis and revelation of Christian belief.
- Maclaren, Alex., D.D.** Expositions of Holy Scripture. In 30 v. 5th ser., in 8 v. v. 1, St. Paul's epistles to the Corinthians (to II. Corinthians, chapter v.); v. 2, St. Paul's epistle to the Ephesians; v. 3, II. Corinthians, Galatians and Philippians; v. 4, Philippians, Colossians, I. and II. Thessalonians and I. Timothy; v. 5, II. Timothy, Titus, Philemon and Hebrews; v. 6, The epistle to the Hebrews (chapters VII to XIII.), the general epistle of James; v. 7, The epistles general of I. and II. Peter and I. John; v. 8, The epistles of John, Jude and the Book of Revelation. N. Y., A. C. Armstrong & Son, 1910. 8+389; 8+389; 7+398; 8+398; 8+404; 8+436; 7+363; 8+402 p. O. cl., \$10. (Sold in series only.)
The publication of the *Fifth Series* completes this great commentary on the Bible. The *First Series* was put on record March 2, 1906; *Second Series*, April 6, 1907; *Third Series*, April 4, 1908; *Fourth Series*, April 3, 1909. Dr. Maclaren is now 78 years old and his sermons preached for fifty years have been embodied in this commentary. Many of them are largely rewritten.
- Magnus, Sir Philip.** Educational aims and efforts, 1880-1910. N. Y., Longmans, Green, 1910. 12+288 p. por. O. cl., \$2.25 net.
The author's authority on his subject is more than established by giving a few of the many offices he has held: member of Royal Commission on Technical Instruction; member London School Board; member of the Senate and Fellow of London University; president of Council of College of Preceptors, etc. He is editor of the *Education Library*, and among his writings is "Industrial education." In this volume, divided into two parts, elementary education and its progress is considered with problems and specific examples in secondary education. Manual training, technical work, social changes, preparatory training, and industrial artists are some of the phases of the subject considered. Index.
- Mallock, W: Hurrell.** The nation as a business firm; an attempt to cut a path through jungle. [N. Y., Macmillan,] 1910. 11+268 p. tabs., O. cl., \$1 net.
By the author of "Aristocracy and evolution," "Labour and the popular welfare," etc. An examination of the resources of the nation (British), the income of the poorer classes since 1800, the distribution of the national income to-day, distribution of the incomes of the richer classes, the problem of poverty as related to the general diffusion of wealth, the economic origins of the respective incomes of the various classes of the population, earned incomes, so-called unearned portion of the national income, relation of profits to wages, are a few of the points considered. Index.
- Markham, Sir Clement Rob.** The Incas of Peru. N. Y., Dutton, 1910. 16+444 p. il. 8°, cl., \$3 net.
- Marriott, Ja. Arth. Ransome.** English political institutions; an introductory study. N. Y., Oxford Univ. Press, 1910. 8+347 p. 8°, \$1.10.
- Marsh, R:** The lovely Mrs. Blake. N. Y., Cassell, 1910. front. 12°, cl., \$1.20 net.
- Mary Josephine, Sister.** The story of our Lord's life told for children, by a Carmelite nun. N. Y., Cathedral Library Assoc., [New York Public Library, 24-26 E. 21st St., 1910.] c. 12+173 p. pls. 8°, \$1.
- Masefield, J.; comp.** Chronicles of the pilgrim fathers; a set of the vivid contemporary tracts and narratives of the sailing of the "Mayflower" and the founding of New England; with an introd. and bibliography by J: Masefield. N. Y., Dutton, 1910. c. 18+364 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Mathews, J: Lathrop.** The conservation of water; il. from photographs. Bost., Small, Maynard, [1910.] c. 8+289 p. O. cl., \$2 net.
The author is secretary and treasurer of the Mississippi Valley Traction Company, is an acknowledged authority on a topic of which the importance has not yet fully dawned upon the popular mind, although many of its phases have been widely and seriously discussed. Mr. Matthews shows how intimately the care of water resource is blended with the very life of humanity, not only in matters as patent as irrigation and forestry, but in others more obscure, but none the less important, and he pictures the river of the future, no longer a destructive agent, no longer a wastrel, but diffusing blessings along every foot of its course. It is a fairy tale of science which he tells. Index. Another book by the author is "Remaking the Mississippi."
- Maybank, T:** Alice's adventures in Wonderland; in words of one syllable; with 29 illustrations. N. Y., Dutton, 1910. 96 p. bds., 50 c.

- Meade, Mrs. Rebecca Paulding.** Life of Hiram Paulding, rear-admiral, U. S. N. N. Y., Baker & Taylor, 1910. c. 9+321 p. pors. D. cl., \$1.50 net.
Hiram Paulding was the son of the Revolutionary patriot, John Paulding, and served in the United States Navy from 1811-1878 in the days of the "line-of-battle ship." He was less than fourteen when he was appointed midshipman, and at the outbreak of the War of 1812 was sent to join the squadron in the northern lakes. He served gallantly during the war on the "Ticonderoga" and other famous ships. When peace was declared he joined Decatur in the expedition against the Algerian pirates. Later he saw service in the Pacific under Hull, in South America, the Mediterranean, in China, and in charge of the navy yards during the Civil War. He died in 1871. This book is written by his daughter, who had access to many letters, pictures and other famous papers. Index.
- Mecklenburg-Strelitz, Adolph Friedrich, Duke of.** In the heart of Africa; tr. by G. E. Maberly-Oppler. N. Y., Cassell, 1910. il. (4 in col.) maps, 8°, \$5 net.
- Meek, Seth Eug.** Batrachians and reptiles from British East Africa. Chic., [Field Museum of Natural History,] 1910. 403-414 p. 8°, (Field Museum of Natural History pubs.; Zoölogical ser.) pap., 50 c.
- Meek, Seth Eug.** Notes on batrachians and reptiles from the islands north of Venezuela. Chic., [Field Museum of Natural History,] 1910. 415-418 p. 8°, (Field Museum of Natural History pubs.; Zoölogical ser.) pap., 50 c.
- Meredith, G.** Works. Memorial ed. In 27 v. v. 15-18, The tragic comedians; v. 16, Diana of the Crossways; v. 17, One of our conquerors; v. 18, Lord Ormont and his Aminta; v. 19, The amazing marriage; v. 20, Celt and Saxon. N. Y., Scribner, 1910. c. il. 8°, ea., \$2.
- Mill, J. Stuart.** Utilitarianism, liberty, representative government; with an introd. by A. D. Lindsay. N. Y., Dutton, 1910. c. 38+394 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Mitford, Mary Russell.** Our village; with an introd. by Anne Thackeray Ritchie; 100 il. by Hugh Thomson and 16 coloured plates from drawings by Alfr. Rawlings. N. Y., Macmillan, 1910. 60+256 p. Q. cl., \$3.50 net.
A handsomely bound and illustrated gift edition of this classic.
- Monroe, Mrs. Harriet Earhart.** History of the life of Gustavus Adolphus II., the hero-general of the reformation. Phil., Lutheran Publication Society, [1910.] c. 3+7-139 p. pors. map, 16°, (Lutheran hand-book ser.) 40 c.
- Moore, Wa. W.** The indispensable book. N. Y. and Chic., Revell, 1910. c. 110 p. 12°, cl., 75 c. net.
- More, Sir T.** Utopia and the dialogue of comfort against tribulations; with an introd. by J. O'Hagan. N. Y., Dutton, 1910. c. 40+360 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Morris, C.** Industrial and commercial geography for use in schools. Phil., Lippincott, [1910.] c. 332 p. il. map, 12°, \$1.
- Morse, Lewis Kennedy, comp.** Melodies of English verse; selections for memorizing. Bost., Houghton Mifflin, 1910. c. 20+184 p. 12°, 80 c. net.
- Morse, Marg. Fessenden.** Scottie and his lady; il. by Harold M. Brett. Bost., Houghton Mifflin, 1910. c. 276 p. D. cl., \$1.10 net.
The story of a collie, which begins when he is a puppy in a kennel and goes on to his adventures after he has been bought and given to a delightful girl, whose romance makes a background for the tale. He is stolen, escapes from his captors, wanders about, finding some people are cruel, others kind and the majority careless. He makes many friends and at last is restored to his beloved mistress.
- Mowbray, Jay H.** Conquest of the air by airships and other flying machines; marvelous achievements of the bird men; how to build and sail an aeroplane. Phil., National Pub. Co., [1910.] c. 8+17-400 p. il. pls. 8° \$1.50.
- Mudge, Isadore Gilbert, and Sears, M. Earl.** A Thackeray dictionary: the characters and scenes of the novels and short stories alphabetically arranged. N. Y., Dutton, 1910. 45+304 p. 8°, cl., \$3.
- Nevill, Ralph.** Sporting days and sporting ways. N. Y., Brentano's, [1910.] col. front. 8°, cl., \$3.50 net.
- O'Brien, W.** An olive branch in Ireland and its history. [N. Y.,] Macmillan, 1910. 39+479 p. pors. O. cl., \$3.25 net.
The author started a new agrarian movement in the United Irish League and founded the *Irish People* newspaper to support it. He spent two years in prison for his political opinions and was prosecuted nine times. He is now a member of Parliament. He tells the history of the establishment of better relations between Ireland and England from Parnell to the All-for-Ireland movement now in progress.
- Official athletic rules and official handbook of the Amateur Athletic Union of the United States; constitution, by-laws, general and athletic rules; also the rules of gymnastics, swimming, wrestling, boxing, water polo, as adopted by the Amateur Athletic Union and revised by the Rules Committee; articles of alliance with allied members.** N. Y., Amer. Sports Pub. Co., [1910.] 165 p. S. (Spalding's athletic lib.) pap., 10 c.
- Ogilvy, Ja. S.** Relics and memorials of London City; with 64 coloured plates by the author. N. Y., Dutton, 1910. c. 8+264 p. col. front. col. pls. 4°, cl., \$5 net.
- Oldmeadow, Ernest Ja.** Portugal. Phil., Lippincott, 1910. 320 p. pls. 8°, \$3.50 net.
- Oppenheim, Ja.** The pioneers; a poetic drama in two scenes. N. Y., Huebsch, 1910. c. 61 p. D. bds., 50 c. net.
By the author of "Wild oats," "Doctor Rast," etc. The scene of the play is laid in the western prairies during the pioneer days of '49.
- Osgood, Wilfred Hudson.** Mammals from the coast and islands of northern South America. Chic., [Field Museum of Natural History,] 1910. 23-32 p. il. 8°, (Field Museum of Natural History pubs.; Zoölogical ser.) pap., 50 c.
- Ostwald, Wilhelm.** Natural philosophy; tr. by T. Seltzer. N. Y., Holt, 1910. 200 p. 12°, \$1.25 net.
Dr. Ostwald was exchange professor at Harvard

in 1905, and last year a winner of a Nobel prize. Before that he was professor of physical chemistry at the University of Leipsic. His book gives a résumé of modern natural philosophy, as based upon the sciences and opposed to the old academic philosophy, which was founded upon metaphysics.

Outline (An) for the study of American civil government, with special reference to training for citizenship, for use in secondary schools; prepared for the New England History Teachers' Association by its committee: Ray Greene Huling, Wilson Ryder Butler, and others. N. Y., Macmillan, 1910. c. 28+187 p. diagrs., 8°, cl., 50 c. net. Bibliography (3 p.).

Pammel, L. Hermann. A manual of poisonous plants, chiefly of eastern North America; with brief notes on economic and medicinal plants and numerous illustrations. Cedar Rapids, Ia., Torch Press, 1910. c. 6+150 p. pls. 8°, \$2.50.

Pancoast, H.: Spackman, and Shelly, Percy Van Dyke. A first book in English literature. N. Y., Holt, 1910. c. 29+497 p. il. pors. map, D. cl., \$1.25.

"This book aims to treat the history of English literature in its broad relations to the social, religious and political history of England, and of Europe; to make the student realize that literature is a vital and significant part of a nation's history, and one of the most intimate revelations of the national life and aspirations."—*Preface*. Biographical and critical references and suggested readings (15¼ p.). Index.

Parker, E.: Harper. Studies in Chinese religion; 14 illustrations. N. Y., Dutton, 1910. 11+308 p. 8°, \$3 net.

Pater, Wa. [Works.] In 10 v. v. 8, Greek studies; v. 9, Gaston de Latour; an unfinished romance; v. 10, Appreciations, with an essay on style. N. Y., Macmillan, 1910. 298; 7+161; 261 p. O. ea., cl., \$2 net.

Pears, C.: From the Thames to the Seine: the narrative of a sketching cruise along the north coast of France; with 40 full-page il. [20 in color] by the author. Phil., Jacobs, 1910. 8°, cl., \$4 net, boxed.

Penrose, Marg. The motor girls on a tour; or, keeping a strange promise. N. Y., Cupples & Leon, 1910. il. 12°, (Motor girls ser.) cl., 60 c.

Phelps, Edith M., comp. Selected articles on woman suffrage. Minneapolis, H. W. Wilson Co., 1910. 9+290 p. 12°, (Debaters' handbook ser.) \$1 net. Bibliography (16 p.).

Plutarch, [Lat. Plutarchus.] Plutarch's Cimon and Pericles, with the funeral oration of Pericles (Thucydides II., 35-46); newly tr., with introd. and notes, by Bernadotte Perrin. N. Y., Scribner, 1910. c. 11+287 p. front. O. cl., \$2 net.

The translator and editor speaks of the first volume of this series as having been published nine years ago, with a plan for four volumes. The third volume, Nicias and Alcibiades, he hopes will soon follow this one, but the fourth he has been forced to drop from the series. The aims are to interest and aid students and teachers of Greek history, also to satisfy the lover of Greek literature and of Plutarch. The editor is Lampson Professor (Emeritus) of Greek Literature and History in Yale University. Notes, Index.

Post, Mrs. Emily Price. The eagle's feather; il. by Martin Justice. N. Y., Dodd, Mead, 1910. c. 305 p. D. cl., \$1.50.

By the author of "The title market." Ian Piotrowski is a poet, a genius. He has gained success in Paris, but he does not prize it, for the work that is his soul's desire—the writing of the tragedy of "Ysulinde"—he has not been able to realize. At a reception he meets Vera, the Duchesse de Marsin. They become friends and love each other. Ian is married, but has not lived with his wife for several years. He and the Duchesse are Catholics and he leaves the place where she is, returns to Paris and means to pass out of her life, but they meet later on and their love has not died. She comes to him and offers him her life. Piotrowski first refuses to accept her sacrifice of good name and worldly position, but afterwards accepts it. Their happiness is great until the man again becomes the servant of his genius and is forced to understand that he cannot achieve the last act of his tragedy unless he uses Vera as the medium to achieve that purpose and vivisects her soul. So in a fit of genius-madness he tells her that he has never loved her and that she must go. Her suffering serves as his inspiration and he writes the tragedy's last act—a masterpiece.

Rappoport, Angelo S. Mad majesties; or, raving rulers and submissive subjects. N. Y., Brentano's, [1910.] il. 8°, cl., \$4 net.

Reed, Chester Alb. Bird guide. Rev. ed. pt. 1, Water birds, game birds and birds of prey east of the Rockies; pt. 2, Land birds east of the Rockies. Garden City, N. Y., Doubleday, Page, 1909, [1910.] c. '06, '09. 240; 223 p. obl. 48°, il. in col. limp cl., ea., \$1 net, boxed; pts. 1 and 2, bound in a single volume, limp leath., \$2.25 net. Formerly published by W. A. Butterfield.

Reid, Legh Wilber. The elements of the theory of algebraic numbers; with an introd. by D. Hilbert. N. Y., Macmillan, 1910. c. 19+454 p. O. cl., \$3.50 net.

Author is professor of mathematics, Haverford College, Pa.; the introduction is by the professor of mathematics in the University of Göttingen.

Richards, W.: Allyn. A text-book of elementary foundry practice for the use of students in colleges and secondary schools. N. Y., Macmillan, 1910. c. 12+121 p. il. O. cl., \$1.25 net.

Author is American Chemical Society instructor in forge and foundry practice in the High School and the University of Chicago.

Rix, Fk. Reader. The mastersinger; a collection of choruses and part songs arranged and adapted for the classroom and for large and small assemblies. N. Y., Amer. Bk. Co., [1910.] c. 192 p. Q. cl., 65 c.

Roberts, P.: Immigrant races in North America. N. Y., Y. M. C. A., 1910. c. 109 p. il. pors. maps, 12°, 50 c. Bibliography at end of chapters.

Rolland, Romain. Jean-Christophe; dawn, morning, youth, revolt; tr. by Gilbert Cannan. N. Y., Holt, 1910. c. 6+600 p. D. cl., \$1.50 net.

The French work is planned to be in ten volumes, of which seven are already issued. Four of these make the present volume, which is to be one of three to complete the English version. Begins with a profound psychological study of the grandfather, father and mother of the boy who, from his earliest youth, lived in music. At seven he began to play in public. A critical study of the music by many well-known composers constitutes a telling feature of a most original philosophy of life and education. George

Moore and Edmund Gosse have pronounced the book an epoch-making study of the soul of a great German musician.

Ross, Ronald. The prevention of malaria; with contributions by Prof. L. O. Howard, Col. C. W. Gorges, J. A. Le Prince, and others; with 9 illustrations. N. Y., Dutton, 1910. 20+670 p. 8°, cl., \$5 net.

Rowse, Mary C. Ninon de l'Enclos and her century. N. Y., Brentano's, [1910.] 8°, cl., \$3.75 net.

Ruskin, J. Time and tide; notes on the construction of sheepfolds; lecture to the Cambridge School of Art, and Picture galleries, their function and formation; with an introd. by "A Ruskin Student." N. Y., Dutton, 1910. c. 22+252 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Russell, Bertrand Arth. W. Philosophical essays. N. Y., Longmans, Green, 1910. 6+185 p. O. cl., \$2 net.

Author is late fellow of Trinity College, Cambridge, and has written "German social democracy," "Principles of mathematics," etc. These essays are reprints from various periodicals. The first three consider ethical subjects, the last four the nature of truth; two of the latter deal with pragmatism. Elements of ethics; Free man's worship; Study of mathematics; Pragmatism; William James conception of truth; Monistic theory of truth; Nature of truth and falsehood are the titles of the essays.

Saalfeld annual, 1910: picture book for boys and girls. Akron, O., Saalfeld, 1910. col. pls. 4°, cl., \$1.50; bds., \$1.25.

Sainte-Beuve, Charles Augustin. Causeries du lundi; tr., with notes, by E. J. Trichmann. v. 7, (July, 1851-Sept., 1851.) N. Y., Dutton, 1910. 6+224 p. 16°, (New universal lib.) cl., 50 c.; leath., 75 c.

Sangster, Mrs. Marg. Eliz. Munson. Good manners for all occasions. N. Y., Cupples & Leon, 1910. 400 p. il. 12°, cl., \$1.25.

Scott, E. The new dancing as it should be; a practical guide for the ballroom, the classroom and the stage. N. Y., Dutton, 1910. 4+124 p. 12°, cl., 50 c.

Scott-James, R. An Englishman in Ireland; impressions of a journey in a canoe by lough, river and canal. N. Y., Dutton, 1910. 8+264 p. il. 8°, cl., \$2 net.

Sélincourt, Hugh de. Oxford from within; with 20 full-page il. [12 in color] by Yoshio Markino. Phil., Jacobs, 1910. 12°, cl., \$3 net.

Sewell, Anna. Black Beauty: the autobiography of a horse; with 12 il. in color by Maude Scrivener. Phil., Jacobs, 1910. 12°, cl., \$1.25.

Shakespeare, W. Tragedy of Hamlet; il. with 40 pls. in color by Fk. Simmonds; with introd. story of the tragedy by A. T. Quiller-Couch. N. Y., Doran, 1910. 4°, cl., \$4.50 net; de luxe ed., vel., \$15 net.

Sharp, Gazelle Stevens. A little patch o' blue, and other poems. Bost., Badger, 1910. c. 144 p. D. cl., \$1.

Shore, W. Teignmouth. D'Orsay; or, the complete dandy. N. Y., Brentano's, [1910.] il. 8°, cl., \$3.50 net.

Sisson, E. Octavius. The essentials of character; a practical study of the aim of moral education. N. Y., Macmillan, 1910. c. 10+214 p. D. cl., \$1 net.

Author is professor of education, University of Washington. In his preface he says "that character springs from native impulses and tendencies in the child, which are full of power, of push and thrust, and make themselves felt; out of these original tendencies, by organization and co-ordination, and by enlightenment, character arises through gradual and often imperceptible processes. Moral education then must always strive to make connection with these sources of power by directing the impulses of nature into the service of human ideas." Bibliography (7 p.). Index.

Smart, W. Economic annals of the nineteenth century, 1801-1820. N. Y., Macmillan, 1910. 35+778 p. O. cl., \$6.50 net.

Dr. Smart is Adam Smith professor of political economy, University of Glasgow. The author, believing that the only way to form any adequate judgment of the phenomena with which the Poor Laws directly deal, it is necessary first to know the history of the working world at the time. Each year, from 1800-20, is dealt with separately and the condition of industry, laws and statesmen of England are considered. References in footnotes. Index to persons and index to subjects.

Smith, Mrs. Eliz. Thomasina, ["L. T. Meade," pseud.] Pretty-girl and others. N. Y., Dutton, 1910. 8+302 p. il. 8°, cl., \$1.50.

Smith, Elmer Boyd. The farm book: Bob and Betty visit Uncle John; pictures [in color] by E. Boyd Smith. Bost., Houghton Mifflin, 1910. c. no paging, obl. D. bds., \$1.50 net.

Book narrates the experiences of Bob and Betty on their visit to Uncle John's real farm. All the circumstances of ploughing, sowing, harvesting, milking, etc., are drawn accurately and vivaciously. The illustrations by the author are many of them in color and faithfully picture farm activities.

Smith, Goldwin. Reminiscences; ed. by Arnold Haultain. N. Y., Macmillan, 1910. c. 15+477 p. pors. O. cl., \$3 net.

The bulk of the book was not composed till Goldwin Smith had passed his 75th year. The writer and editor worked on them side by side for seventeen years. Yet when the task of editing began much of the manuscript was in chaotic condition. The editing was done in the library of the Grange, Toronto, Canada, in which Goldwin Smith died. His own pen has hardly anywhere intruded; he has not despoiled the book of its peculiarities, not even of its repetitions.

Smith, Sir W. Smaller classical dictionary; rev. and ed. by E. H. Blakeney; with many important additions and corrections, also tables, bibliographies of classical literature and 64 illustrations. N. Y., Dutton, 1910. 16+608 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Spinoza, Barach [or Benedict.] Ethics, and de intellectus emendatione (treatise on the correction of the understanding); tr. by And. J. Boyle; with an introd. by Prof. Santayana. N. Y., Dutton, 1910. c. 1+264 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Standard (The) opera-glass; containing the plots of over 150 operas. New ed., rev. to 1910; with prelude by Ja. Huneker. N. Y., Brentano's, [1910.] 12°, cl., \$1.50 net; leath., \$2.50 net, boxed.

Stigand, C. H. To Abyssinia through an unknown land; with 36 il. from photographs and 2 maps. Phil., Lippincott, 1910. 352 p. 8°, \$3.50 net.

Suffling, Ernest R. English church brasses; from the 13th to the 17th centuries: a manual for antiquaries, archaeologists and collectors. 9th ed., rewritten. N. Y., Scribner, [imported,] 1910. il. 8°, cl., \$4.20.

Suttner, Bertha Felicie Sophia Kinsky, *Freifrau von*. Memoirs of Bertha von Suttner; the records of an eventful life; auth. tr. In 2 v. Bost., Ginn, 1910. 13+448; 10+443 p. por. O. cl., \$5 net, boxed.

The Baroness von Suttner is known to English and American people chiefly by her noteworthy work in behalf of peace and international arbitration, and especially by her famous novel, "Lay down your arms." The memoirs are now first published in English translation. Baroness von Suttner was born at Prague in 1843. Her father, Count Kinsky, was a retired major general, and died before the girl was born. The mother was born Princess Liechtenstein, and the early years of the young child were passed with her mother in Brünn, the Moravian capital. The years which followed were romantic: now in Vienna, now in Wiesbaden, in Baden-Baden and Paris. They are surcharged with sentiment, and the revelations of her successive passions are singularly free and intimate. Index.

Sykes, Ella C. Persia and its people; with 20 illustrations. N. Y., Macmillan, 1910. 11+356 p. map, O. cl., \$2.50 net.

Miss Sykes made two visits to Persia, extending over a period of three years, and has written another book on the subject, "Through Persia on a side-saddle." She gives a description of the country, its fauna and flora, a bird's-eye view of its history, tells something of the Shah, his capital and government, the Persian man and woman, country life, religions, sport and amusements, in fact, most of the things that either a traveller or the stay-at-home reader would like to know about Persia are described in this volume. Index.

Sykes, Percy Molesworth, *tr. and ed.* The glory of the Shia world; the tale of a pilgrimage; tr. and ed. from a Persian manuscript; tr. and ed. by P. M. Sykes, assisted by Khan Bahadur Alhned Din Khan; with many il. in the text and 4 coloured reproductions from Persian paintings. N. Y., Macmillan, 1910. 14+279 p. O. cl., \$3.50 net.

"The glory of the Shia world," which is the Persian title for Meshed, is a book which should help to bridge what is sometimes regarded as the unfathomable gulf between East and West. In it the reader may follow a well-born Persian from his birth to his marriage, and yet again on the pilgrimage to the sacred shrine of the *Imam Riza* at Meshed, which is here described.

Tales from the Old French; tr. by Isabel Butler. Bost., Houghton Mifflin, 1910. c. 264 p. D. cl., \$1.25 net.

Typical old French tales of chivalry, domestic life, romantic love, and folk stories. They illustrate modes of thought, sentiment, religious belief, superstitions and the daily life of the Middle Ages. *Contents*: Lay of the bird; The woful knight; The two lovers; Eliduc; Melion; The lay of the horn; The divided blanket; Of the churl who won paradise; The gray palfrey; The knight of the little cask; The angel and the hermit; The jousting of Our Lady; The order of chivalry. Bibliography (1 p.).

Taylor, Ida Ashworth. The making of a king. N. Y., Dodd, Mead, 1910. il. 8°, cl., \$3.50 net.

Thackeray, W. Makepeace. The Newcomes; with a bibliographical note by Wa. Jerrold. In 2 v. N. Y., Dutton, 1910. c. 16+422; 8+422 p. (Everyman's lib.) ea., cl., 35 c. net; leath., 70 c. net.

Thomas à Kempis. The imitation of Christ; [recast by Principal Burrell of the earliest

English translation (about 1440.)] N. Y., Dutton, 1910. 20+284 p. 16°, cl., 35 c. net; leath., 70 c. net.

Thomas, C. Swain. How to teach English classics; suggestions for study, questions, comments, and composition assignments on the books for careful study on the list of college entrance requirements. Bost., Houghton Mifflin, [1910.] c. 132 p. 16°, (Riverside literature ser.) cl., 15 c.

Thomas, T. H. French portrait engraving of the xviii and xviii centuries. [N. Y., Macmillan,] 1910. 18+211 p. pls. O. cl., \$5.50 net.

An introductory chapter on general characteristics of the French school is followed by one on the 17th century, the beginning of the French school, and then Nanteuil, his followers, the Louis xv. period, the Drevets, their followers, the Louis xvi. period, engravers of miniatures, occasional portrait engravers, Augustin de Saint-Aubin, amateur engravers, the end of the French school, are all discussed. Appendix and index contain a list of French portrait engravers of the xviii and xviii centuries. There are many illustrations reproducing the artists' works.

Thoreau, H. D. Walden; or, life in the woods; with an introd. and notes by Fs. H. Allen, and with suggestive questions and comments. Bost., Houghton Mifflin, [1910.] c. 25+449 p. il. pls. por. 12°, (Riverside literature ser.) cl., 50 c.

"List of Thoreau's books as now published" (3 p.).

Thorndike, Ashley Horace, *comp.* Minor Elizabethan drama; with introd. In 2 v. v. 1, Pre-Shakespearean tragedy; Norton and Sackville's Gorboduc, Kyd's Spanish tragedy, Peele's David and Bethsabe, and Arden of Feversham; v. 2, Pre-Shakespearean comedy; Udall's Ralph Roister-Doister, Lyly's Endimion, Peele's Old wives' tale, Green's Friar Bacon and Friar Bungay, and James the Fourth. N. Y., Dutton, 1910. 16+276; 16+312 p. 16°, (Everyman's lib.) ea., cl., 35 c. net; leath., 70 c. net.

Thucydides. Thucydides; history of the Peloponnesian war; done into English by R. Crawley; with 5 maps. N. Y., Dutton, 1910. c. 16+614 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.

Thwaites, Reuben Gold. The colonies, 1492-1750; with 4 maps and numerous bibliographies. Rev. ed. N. Y., Longmans, Green, 1910. c. '90-'10. 20+301 p. S. (Epochs of American history.) cl., \$1.25.

References.

Thwing, C. Franklin. A history of education in the United States since the Civil War. Bost., Houghton Mifflin, 1910. c. 347 p. D. cl., \$1.25 net.

Author is president of Western Reserve University and Adelbert College, Cleveland, O. The period since the Civil War has been peculiarly transitional, critical and formative, especially in the educational field. It is the history of this transition which Dr. Thwing here considers. Some of the chapter headings are: Facts of the progressive movement; Organization and administration; History of educational thought; Course of study; The teacher and teaching; Changes in collegiate conditions; Morals and religion; The athletic Renaissance; The pension system, or the Carnegie Foundation for the Advancement of Teaching, etc. Index.

- Taft, Alb.** Modelling and sculpture. Phil., Lippincott, 1910. il. 8°, (New art lib.) \$1.75 net.
- Tolstoi, Count** Lyoff Nikolaievich. Master and man and other parables and tales; a new tr. by C. D. S. Hogarth and Constance Garnett. N. Y., Dutton, 1910. c. 12+320 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Toynbee, Paget.** Dante Alighieri; his life and works; with 16 illustrations. N. Y., Macmillan, 1910. 13+316 p. D. cl., \$1.50.
This life is addressed rather to the general reader than to the Dante student. The narrative is taken largely from the pages of Villani, Boccaccio and similar sources. Legends and traditions are recounted and other writers quoted. The illustrations are from photographs of places, portraits, etc. Bibliographies. Index.
- Treves, Sir F.** Uganda for a holiday. N. Y., Dutton, 1910. 12+234 p. il. 8°, \$3 net.
- Trowbridge, W. R. H.** Cagliostro; the splendor and misery of a master of magic; with numerous illustrations. N. Y., Dutton, 1910. 16+312 p. 8°, cl., \$3.50.
- Tscholl, Rev. J.** War on the white plague. Milwaukee, Wis., [Wiltzius, 1910.] c. 135 p. il. por. O. pap., 60 c. net.
Simple rules and explanations for proper and hygienic treatment of tuberculosis. Also published in German.
- Tyndale, Wa.** Japan and the Japanese; with 32 il. in colour by the author. N. Y., Macmillan, 1910. 12+317 p. O. cl., \$5 net.
Mr. Tyndale went to Japan to paint pictures of gardens for a book by Mr. Basil Taylor, which will appear next year. He made many friends, both European and Japanese, while in the country, and this book with its attractive pictures in color tells of his stay among them. Index.
- Upton, Mrs. Harriet Taylor, and others.** History of the Western Reserve. In 3 v. Chic., Lewis Pub. Co., 1910. c. il. pls. pors. 4°, \$21.
- Uyehara, George Etsujiro.** The political development of Japan, 1867-1909. N. Y., Dutton, 1910. 24+296 p. 8°, cl., \$3 net.
- Vincent, J.** Heyle. The Vincent calendar for 1911; comp. by F. Winslow Adams. N. Y., Eaton & Mains, 1910. no paging, S. pap., 10 c. net.
- Vyner, Rob.** Notitia venatica; a treatise on fox hunting, embracing the general management of dogs. New ed., rev., corrected and enl. by W. C. A. Blew; again rev. and brought to date by Cuthbert Bradley; with 12 hand colored plates. In 2 v. N. Y., Dutton, 1910. 16+238; 8+184 p. 4°, cl., \$10 net.
- Warman, Rev. F. S. Guy.** New Testament theology. N. Y., Longmans, Green, 1910. 128 p. (Anglican Church handbooks.) cl., 40 c. net.
Author is principal of St. Aidan's Theological College, and examining chaplain to Lord Bishop of Manchester.
- Warrack, Rev. Alex.** Scots' dialect dictionary. Phil., Lippincott, 1910. 8°, cl., \$3 net.
- Warren, Marie Josephine.** The twig of thorn; an Irish fairy play in two acts. Bost., W. H. Baker & Co., 1910. c. 96 p. D. cl., 50 c. net.
The scene is laid in County Galway, in the year of the great famine. The characters are supposed to speak in Gaelic.
- Wellcome (The)** photographic exposure record and diary, 1910. *N. Y., Burroughs Wellcome & Co., 35-39 West 33d St., [1910.] 272 p. pls. nar. T. cl., 50 c.
The problems with which the photographer has to deal are explained and illustrated in a series of clear articles, including negative making, fact, time machine, color photography, bromide printing, gas-light printing, lantern slide making, etc. There are pages for notes and memoranda, and inside the cover an exposure calculator is fitted.
- Westell, W.** Percival. The book of the animal kingdom (mammals); 14 colored plates and 260 photos. from life by W. S. Bertridge. N. Y., Dutton, 1910. 20+380 p. 8°, cl., \$4 net.
- Whittier, J.** Greenleaf. Snow-bound; a winter idyl; with an introd. by Wa. Taylor Field. Chic., Abbey Co., [Hinsdale, 1910.] c. 43 p. S. (Abbey classics.) pap., 25 c., boxed; bds., 50 c., boxed; limp leath., \$1, boxed.
- Wilde, Oscar.** The poems of Oscar Wilde; ed., with biographical introd., by Temple Scott. N. Y., Brentano's, [1910.] 12°, cl., \$1.50 net; leath., \$2.50 net, boxed.
- Wildman, J.** Raymond. Cost accounting problems. N. Y., Accountancy Pub. Co., [32 Waverly Pl.,] 1910. 54 p. 8°, \$3.
- Williams, Jesse Lynch.** The married life of the Frederic Carrolls. N. Y., Scribner, [1910.] c. 8+602 p. pls. D. cl., \$1.50.
A story that begins where most novels leave off, at the honeymoon. The Carrolls are a delightful young couple, the husband an artist, whose saving sense of humor helps them through some critical phases of their life together. Their relations to each other, their family, and to the world are depicted, and the evolution of their life together from a "mere marriage" to a "real union."
- Willson, H.** Beckles. The life and letters of James Wolfe. N. Y., Dodd, Mead, 1910. il. 8°, cl., \$4 net.
- Withers, Hartley.** Stocks and shares. N. Y., Dutton, 1910. 12+372 p. 12°, cl., \$2 net.
- Wood, H. Wellington, comp.** Golden words fitly spoken. Phil., Lippincott, 1910. c. 160 p. por. D. cl., \$1.50 net.
Selections from the prose and poetry of many authors, American and foreign. Compiled by the author of "Winning men one by one."
- Wood, T.** Practical grammar and composition. N. Y., Appleton, [1910.] c. 12+244 p. 12°, 70 c.
- Woodman, Hannah Rea.** The open road; a book of outcast verse. Poughkeepsie, N. Y., [H. R. Woodman, 1 Franklin St., 1910.] c. 13-15+138 p. 12°, \$1.25 net.
- Wordsworth, W.** LXXV sonnets. Riverside Press ed. Bost., Houghton Mifflin, 1910. sq. 8°, hf. cl., \$5 net. (400 copies.)
- World (The)** Missionary Conference: the report of the Ecumenical Conference held in Edinburgh in 1910. In 9 v. v. 1, Carrying the Gospel; v. 2, The church in the mission field; v. 3, Christian education; v. 4, The missionary message; v. 5, Preparation of

- missionaries; v. 6, The home base; v. 7, Missions and governments; v. 8, Co-operation and unity; v. 9, History records and addresses. N. Y. and Chic., Revell, 1910. 12°, cl., ea., 75 c. net; per set, \$5 net.
- Wright, Irene A. Cuba. N. Y., Macmillan, 1910. c. 13+512 p. pls. map, D. cl., \$2.50 net.
This book has been written from impressions gleaned by a ten years' residence on the island, the last four spent in travelling. The author was connected first with local newspapers, next as an agent of the Cuban Department of Agriculture, and edited a monthly magazine describing the island from an agricultural and industrial point of view. The history has been obtained by reading some of the earliest chronicles. The whole book is set forth as an exemplification of the author's own personal opinion. Index.
- Wynne, May. For Charles the Rover. N. Y., Fenno, 1910. 12°, cl., \$1.50.
- Wyss, Johann Rudolph. The Swiss family Robinson; with 12 colored plates and many other il. by C. Folkard. N. Y., Dutton, 1910. 8+454 p. 12°, cl., \$2.50.
- Wyss, Johann Rudolph. The Swiss family Robinson; ed. by G. E. Mitton. Phil., Lipincott, 1910. il. 8°, \$1.50.
- Yonge, Charlotte Mary. The little duke, or Richard the Fearless; with 40 plates and head- and tail-pieces; il. by Dora Curtis, and a special historical introd. by Eug. Mason. N. Y., Dutton, 1910. 26+232 p. 16°, (Everyman's lib.) cl., 35 c. net; leath., 70 c. net.
- Young, D. Hastings. First aid to the child; a guide to the feeding and treatment of infants in health and disease. N. Y., Dutton, 1910. 10+318 p. 8°, cl., \$1.25.
- Yoxall, Ja. H.: The A B C about collecting. Phil., Jacobs, 1910. 300 p. il. 12°, cl., \$2 net.
- Zangwill, Israel. Italian fantasies. N. Y., Macmillan, 1910. c. 8+408 p. front. D. cl., \$2 net.
Taking as his theme Italy, its myths, its history, its literature, its customs, Israel Zangwill has in this book presented pictures of much charm and daintiness. These Fantasies, as he calls them, contain valuable information regarding Italy as a nation and interesting events in connection with her growth.
- Zeigen, Frederic. "Therold Archer Knowlton," poet; a love story of Violet and violets. Chic., Conkey, [1910.] c. 8+337 p. pls. D. cl., \$2.
The story of two brothers who love the same woman, and the sacrifice of one which leads to the other's happiness. There are many poems scattered through the book.
- Zollars, Ely Vaughan. The worth of truth. v. 1. Cin., Standard Pub. Co., 1910. c. 12°, \$1.
- Zueblin, C.: Democracy and the overman. N. Y., Huebsch, 1910. c. 217 p. D. cl., \$1 net.
These papers are written to show the difficulty that true democracy has in America against the "overman," or aggressive, self-satisfied offspring of business and finance, who needs the discipline of democracy. The chapters are: The overspecialized business man; The overestimated Anglo-Saxon; The overcomplacent American; The overthrown superstition of sex; The overdue wages of the overman's wife; The overtaxed credulity of newspaper readers; The overworked political platitudes; The overlooked charters of cities.

BOOK TRADE EXPORTS AND IMPORTS FOR SEPTEMBER, 1910.

A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for September, 1910, and for the nine months ending the same, compared with the corresponding periods of 1909.

Imports and Exports of Printing Paper.

Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

	September				9 months ending September			
	1909		1910		1909		1910	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER—								
NEWS PRINT.....lbs..			9,170,071	\$224,361			24,064,098	\$579,032
Exported to—								
United Kingdom.....			4,823,094	118,928				
Canada.....			355,837	9,833				
Cuba.....			84,862	2,602				
South America.....			282,167	6,829				
Japan.....			1,283,007	28,869				
British Oceania.....			1,824,674	43,092				
Other countries.....			516,430	14,208				
All other.....lbs.			2,039,652	98,767			48,930,457	1,619,516
Total printing paper...lbs	8,714,862	\$233,796	11,209,943	\$323,128	71,996,482	\$2,083,413	72,994,555	2,198,548

Printing paper remaining in warehouse September 30, 1909, \$3,454. September 30, 1910, \$9,608.

Quantities and Values of Paper Imported from Other Countries.

	September				9 months ending September			
	1909		1910		1909		1910	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
Printing paper, for books and newspapers. lbs., dut. Valued at not above 2½ cts. per pound.....lbs..dut..	4,276,036	\$93,928	8,571,377 236,089	\$156,422 12,257	29,861,453	\$721,574	\$61,409,478 29,434,234 765,978	\$1,232,149 462,371 41,799
All other.....lbs..dut..								
Total.....lbs..	4,276,036	93,928	8,807,466	168,679	29,861,453	721,574	87,629,690	1,736,319
Imported from—								
Germany.....	119,129	5,438	74,442	4,207	1,702,933	107,822	1,182,429	61,760
Canada.....	3,898,131	71,849	8,524,310	155,275	26,328,344	493,908	82,261,846	1,506,050
Other countries.....	258,776	16,641	208,714	9,197	1,830,176	119,844	4,185,415	168,509

Imports and Exports of Books and Other Printed Matter.

Books, etc., Imported from Other Countries.

	September		9 months ending September	
	1909.	1910.	1909.	1910.
Free.....	\$288,945	\$308,663	\$2,474,901	\$2,564,029
Dutiable.....	257,522	222,553	1,983,568	1,838,100
Totals.....	546,467	531,216	4,458,469	4,402,129
From United Kingdom.....	\$325,544	\$317,453	\$2,316,558	\$2,594,702
“ France.....	43,166	43,178	295,335	299,137
“ Germany.....	109,361	85,713	1,263,862	842,505
“ Other Europe.....	49,168	51,368	349,006	425,693
“ Other Countries.....	19,288	33,504	233,708	249,092

Books, etc., of Domestic Manufacture, Exported from the United States to its non-Contiguous Territories, and to Panama.

To Alaska.....	\$9,228	\$6,384	\$145,599	\$135,042
“ Hawaii.....	22,505	12,854	122,637	187,101
“ Porto Rico.....	15,090	14,644	100,480	113,016
“ Philippine Islands.....	2,520	19,805	124,130	188,302
“ Panama.....	3,754	6,345	40,600	39,245
Totals.....	53,097	60,036	533,446	662,706

Books, etc., of Domestic Manufacture, Exported from the United States to Foreign Countries.

To United Kingdom.....	160,893	118,310	952,869	1,000,060
“ Canada.....	296,992	369,110	2,002,736	3,138,139
“ Mexico.....	15,932	17,638	164,076	213,465
“ Cuba.....	8,658	13,671	222,503	198,326
“ British Oceania.....	37,097	24,998	204,590	209,558
“ Other countries.....	64,670	117,497	959,993	1,147,515
Totals.....	584,242	661,224	4,506,677	5,907,063

Values of Exports of Books and Other Printed Matter, of Foreign Manufacture.

Books and other printed matter. Free of Duty.....	\$1,977	\$128	\$19,099	\$26,117
Books and other printed matter. Dutiable.....	75,629	1,560	131,765	31,914

Books, etc., remaining in warehouse September 30, 1909, \$68,044. September 30, 1910, \$72,966.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

December 10, 1910

The editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

SELLING EXPENSIVE BOOKS.

THERE have been published for this year's holiday trade perhaps a dozen illustrated gift books listed to sell at \$10 or more. This year may be a bright exception, but it is probable that of these the average number of copies sold will not be over two hundred; or, in other words, that this season's absorption of *de luxe* books of this type, the cream of the bookseller's profit, will be hardly two thousand copies.

Yet, if we are to believe the statistics of yearly income commonly accepted there are at least one hundred thousand families in the United States financially able, if they so wish, to indulge in \$10 books, and, even a minimum of two books to a family, would give a potential market of two hundred thousand copies a year.

Two thousand and two hundred thousand: the discrepancy is sufficiently notable to raise the question "Why?"

For, in the first place, most of the books offered, never more truly than this season, are actually worth the price asked. The processes of illustration, particularly of color illustration, have steadily approached a maximum of delicacy and effectiveness; the spread of the arts and crafts spirit has raised commercial standards of book manufacture and book binding to a high plane; typographical beauty is a thing sought for now as an essential; in short, the tinsel ornament and cracking binding of many of "the Christmas books" of a decade or two ago are a thing of the past. Such books as the "Gardens, Old

and New" of the Scribners; Edmond Dulac's illustrations for "The Sleeping Beauty;" the Sangorski and Sutcliff "Rubáiyát," the autograph edition of Peary's "North Pole"—each one of these is a distinct type of the expensive book, of varying appeal, yet all alike in being well worth the price asked.

Now between these books and the potential customer stands the bookseller, the agency which must bring them together if they are to be brought. The task of fitting book to man in this case is one of delicacy, of expert knowledge, of skilful salesmanship—in short a work especially professional in grade, on which the profit is, deservedly, high.

There is a bookseller well known in the trade, in a middle western city just under the hundred thousand mark, who admits that for several seasons past he has sold from fifty to ninety copies of books of this *de luxe* type. As this class of trade has represented an average yearly bonus of several hundred dollars, and as most booksellers in cities of his size look askance at the traveller who suggests the outright purchase of anything more than a sample copy of any such book—and often not that—the methods of sale which he uses for them may not be without interest to other members of the trade.

He realizes to begin with that, though postcards and valentines may "sell themselves," \$20 books will not, and that if tucked carefully away on the shelf they will probably be collecting dust on that same shelf when the new year comes round.

This bookseller has a list of names of potential book buyers in his buying radius (that is years ago they were merely potential, now most of them are customers), and that list isn't merely an alphabetized one of names and addresses either; it is subdivided and classified and annotated till it is a veritable miniature *Who's Who* of his vicinity. Financial rating is one thing; family, number and ages of children is another; the man's—or the woman's—hobbies or enthusiasms are another.

A bookseller to deal with hobbies? Exactly. This bookseller says he would feel as ill-equipped for business, not knowing the individual interests of every member of his clientele, as not to know the special idiosyncrasies of the publishing houses he buys from. And there is more than a suspicion, measured by results, that this bookseller is right. Not collectors alone—that's easy; but the fact that Mrs. R— belongs to three bridge clubs,

that Mr. B— spends his summer vacations on fishing trips in the Muskoka, and that Mrs. S—'s oldest daughter, Helen, is an unusually brilliant piano player for an amateur and has appeared in public a number of times—all these are things that have their place on the minutely tabbed and classified cards of his list.

Having sixty \$20 books on five different subjects to sell and the aforesaid list of several thousand names, what does this bookseller do? Draw up a neatly printed circular, or an imitation typewritten form letter signed with a rubber stamp, to be mailed in a one-cent, stencil-addressed envelope to his two thousand odd "mailing list?" Hardly. He carefully culls over his list, and sends out from one hundred to two hundred letters, only ten at a time, to persons whom he *knows* to be directly interested in the books he writes about. In each letter he mentions, not five books, but one, or two, if both have the same appeal.

These letters are individually personal and carefully dictated, inviting the reader "next time he is down town" to drop in and *examine* a book, just in, which the writer believes will be of *special* interest. In fact the letter is phrased not as from retailer to customer, but as an invitation from one book lover to another to look at a new book treasure. Not only is every letter given an individual turn of phrase, but also, indirectly, the impression that the book is one which on account of price, or of high literary or artistic excellence, will appeal to but a very few—a bit of subtle flattery that is generally irresistible.

When the customer calls at the store—and a surprisingly large number of them do call—is he turned over to a clerk who pulls down the book in question from its dusty shelf? That would be a mistaken climax. The bookseller instead receives his "visitor" in his own office, and takes the carefully wrapped up book from under the palpable safe keeping of lock and key. In short the book is treated as what is, a rare jewel, caviar to the general, a book only for discriminating book buyers. And few of those selected by the bookseller fail, without any direct solicitation on his part, to *place themselves in that class*.

In this way this *small* bookseller sold nearly \$700 worth of *de luxe* books last year. He takes great care not to overdo the matter; this method is one which he pursues with any one customer but once or twice a year.

Surely, however, to the small bookseller, whose constituency is not so large as to prevent the personal touch in selling, it offers a suggestion. Of course it is nothing more than clever, up-to-date, systematic salesmanship, and only one of many possible methods at that, but probably many a bookseller is losing an opportunity for easy and legitimate profits because he doesn't know "just how to go at it."

[The fact that the above bookseller, as here depicted, is an imaginary character does not make his methods any less interesting, for that his method is a possible one, scores of successful retailers in other lines attest.]

FROM a number of different sources comes the report that this season's book business is going to be very much better than had been anticipated earlier in the season. One eastern buyer goes so far as to say that this is a "book year," and nearly all the publishing houses with whom the WEEKLY has been in touch this week on the subject, a dozen or more, report excellent business. Two publishers, and those very near the top too, state that within two weeks trade conditions have taken so pronounced a change for the better and reorders are coming in so fast that they expect a record year. All of which is very heartening, for it means the retail trade, too, is doing well.

THE President's message has the patent painstaking and painful lack of perspective of a governmental year book. It carries to the extreme the precedent of making the message a channel for the condensed reports and views of heads of departments and bureaus, and is remarkable as a general index to the national facts and figures of the year. Its characteristic is that of conservative common sense rather than progressive policy. But there has been so much of "making of history" in recent years that an unhistoric era is somewhat of a relief. The matter of most interest within the compass of THE PUBLISHERS' WEEKLY is the President's reference to post-office affairs. He rightly congratulates the country on the remarkable business and personal success of the Postmaster-General in reducing the deficit by \$11,000,000, with every prospect of wiping it out in the current year. The recommendation that all postmasters should be placed on a non-political, civil service basis and the executive and Congress be relieved from po-

litical pressure anent them, would be heartily applauded. Unfortunately the Postmaster-General has not been willing to go beyond the rural delivery routes in providing for a parcels post, and fails to accept either the proposition that the domestic rate for merchandise shall be reduced to the twelve cents a pound rate for which parcels may go from any part of this country abroad or to the simpler and better rate afforded by the consolidation of fourth and third class matter at eight cents a pound, as recommended by postmasters-general for twenty years past. But the step proposed is good in itself. Still more unfortunately the President returns to the futile campaign of last year as to second class matter, and commits himself to the petty detail of proposing to modify the postal rate on magazines in proportion to the amount of advertising—a plan which would be generally opposed by publishers as impracticable.

THE President announces that he will lay before the Senate, with a recommendation for ratification, the copyright convention adopted at the Pan American Congress at Buenos Aires. The United States is already a party by tardy ratification to the convention agreed upon at Mexico City in 1902, which constituted a Pan American Union on lines somewhat similar to the International Copyright Union under the Berne convention of 1886 and the Paris agreement of 1896. The Buenos Aires convention bears to the Mexico convention much the same relation as the Berlin convention of 1908 bears to the Berne-Paris agreement. It provides that copyright should extend throughout the republics of the American continents without other formalities than those required in the country of origin of a work; and its broader lines make it difficult of ratification under our copyright legislation of 1909. Under that legislation the United States could accept it only with reservation of the necessity of deposit and manufacture here. If any way could be found for its acceptance by early ratification, that is most to be desired, for there should be increasing market in South America for American books in the Spanish language, such as have already been produced here in the educational field. If the Pan American Union can be completed, with the participation of the United States, the next and indeed final step should be the consolidation of the International Copyright Union and the Pan American Union in one body of world-wide relationship, like the Universal Postal Union.

THE President seeks to postpone tariff reduction until the tariff commission shall report on specific schedules sometime during the sessions of the sixty-second Congress, 1911-1912. The President does not seem to have heard from the country. The duties on wood pulp, for instance, have had more examination than any tariff board is likely to give them, and newspaper publishers, though to be sure interested parties, are unanimous in urging that wood pulp be made free of duty, which would afford some check to the paper trust. There is a serious danger before American book publishers unless the tariff should be reduced in the matter of the materials for paper making, and all paper and other articles entering into the manufacture of books, for there is a decided public demand for the freeing of books, as well as works of art, from duty, and unless book materials are freed from excessive duties, the American publishers will be placed in the inverted position, as manufacturers, of paying high duties on all their materials and having their products subject to competition from countries where the materials of books are less burdened with tariff duties or altogether free from them.

THE POSTOFFICE DEPARTMENT IN THE PRESIDENT'S MESSAGE.

THE following quotations from the President's Message summarize his recommendations for the Postoffice Department:

POSTAL SAVINGS BANKS.

At its last session Congress made provision for the establishment of savings banks by the Postoffice Department of this government. The initiation and establishment of such a system has required a great deal of study, but a system has now been devised which is believed to be more economical and simpler in its operation than any similar system abroad. Arrangements have been perfected so that savings banks will be opened in some cities and towns on January 1, and there will be a gradual extension of the benefits of the plan to the rest of the country.

WIPING OUT OF POSTAL DEFICIT.

For many years there has been a deficit in the operations of the Postoffice Department which has been met by appropriation from the Treasury. The appropriation estimated for last year from the Treasury over and above the receipts of the department was \$17,500,000. I am glad to record the fact that of that \$17,500,000 estimated for, \$11,500,000 were saved and returned to the Treasury. The personal efforts of the Postmaster-General secured the effective co-operation of the thousands of postmasters and other postal

officers throughout the country in carrying out his plans of reorganization and retrenchment. The result is that the Postmaster-General has been able to make his estimate of expenses for the present year so low as to keep within the amount the postal service is expected to earn. It is gratifying to report that the reduction in the deficit has been accomplished without any curtailment of postal facilities. On the contrary, the service has been greatly extended during the year in all its branches. A principle which the Postmaster-General has recommended and sought to have enforced in respect to all appointments has been that those appointees who have rendered good service should be reappointed. This has greatly strengthened the interest of postmasters throughout the country in maintaining efficiency and economy in their offices.

EXTENSION OF THE CLASSIFIED SERVICE.

Upon the recommendation of the Postmaster-General, I have included in the classified service all assistant postmasters, and I believe that this giving a secure tenure to those who are the most important subordinates of postmasters will add much to the efficiency of their offices and an economical administration. A large number of the fourth class postmasters are now in the classified service. I think it would be wise to put in the classified service the first, second and third class postmasters. It is more logical to do this than to classify the fourth class postmasters, for the reason that the fourth class post-offices are invariably small and the postmasters are necessarily men who must combine some other business with the postmastership, whereas the first, second and third class postmasters are paid a sufficient amount to justify the requirement that they shall have no other business and that they shall devote their attention to their post-office duties. To classify first, second and third class postmasters would require the passage of an act changing the method of their appointment so as to take away the necessity for the advice and consent of the Senate. I am aware that this is inviting from the Senate a concession in respect to its quasi-executive power that is considerable, but I believe it to be in the interest of good administration and efficiency of service. To make this change would take the postmasters out of politics; would relieve Congressmen who now are burdened with the necessity of making recommendations for these places, and it would result in securing from postmasters greater attention to business, and consequently greater economy and efficiency.

THE FRANKING PRIVILEGE.

The unrestricted manner in which the franking privilege is now being used by the several federal services and by Congress has laid it open to serious abuses, a fact clearly established through investigations recently instituted by the department. While it has been impossible without a better control of franking to determine the exact expense to the government of this practice, there can be no doubt that it annually reaches into the

millions. It is believed that many abuses of the franking system could be prevented, and consequently a marked economy effected, by supplying through the agencies of the postal service special official envelopes and stamps for the free mail of the government, all such envelopes and stamps to be issued on requisition to the various branches of the federal service requiring them, and such records to be kept of all official stamp supplies as will enable the Postoffice Department to maintain a proper postage account covering the entire volume of free government mail. As the first step in the direction of this reform, special stamps and stamped envelopes have been provided for use instead of franks in the free transmission of the official mail resulting from the business of the new postal savings system. In keeping with this plan it is hoped that Congress will authorize the substitution of special official stamps and stamped envelopes for the various forms of franks now used to carry free of postage the vast volume of departmental and Congressional mail matter. During the past year methods of accounting similar to those employed in the most progressive of our business establishments have been introduced in the postal service, and nothing has so impeded the department's plans in this regard as the impossibility of determining with any exactness how far the various expenses of the postal service are increased by the present unrestricted use of the franking privilege.

SECOND CLASS MAIL MATTER.

In my last annual message I invited the attention of Congress to the inadequacy of the postal rate imposed upon second class mail matter in so far as that includes magazines, and showed by figures prepared by experts of the Postoffice Department that the government was rendering a service to the magazines, costing many millions in excess of the compensation paid. An answer was attempted to this by the representatives of the magazines, and a reply was filed to this answer by the Postoffice Department. The utter inadequacy of the answer, considered in the light of the reply of the Postoffice Department, I think must appeal to any fair minded person. Whether the answer was all that could be said in behalf of the magazines is another question. I agree that the question is one of fact; but I insist that if the fact is as the experts of the Postoffice Department show, that we are furnishing to the owners of magazines a service worth millions more than they pay for it, then justice requires that the rate should be increased. The increase in the receipts of the department resulting from this change may be devoted to increasing the usefulness of the department in establishing a parcels post and in reducing the cost of first class postage to one cent. It has been said by the Postmaster-General that a fair adjustment might be made under which the advertising part of the magazine should be charged for at a different and higher rate from that of the reading matter. This would relieve many useful magazines that are not

circulated at a profit, and would not shut them out from the use of the mails by a prohibitory rate.

PARCELS POST.

With respect to the parcels post, I respectfully recommend its adoption on all rural delivery routes, and that eleven pounds—the international limit—be made the limit of carriage in such post, and this with a view to its general extension when the income of the post-office will permit it and the post-office savings banks shall have been fully established. The same argument is made against the parcels post that was made against the postal savings bank—that it is introducing the government into a business which ought to be conducted by private persons, and is paternalism. The Postoffice Department has a great plant and a great organization, reaching into the most remote hamlet of the United States, and with this machinery it is able to do a great many things economically that if a new organization were necessary it would be impossible to do without extravagant expenditure. That is the reason why the postal savings bank can be carried on at a small additional cost, and why it is possible to incorporate at a very inconsiderable expense a parcels post in the rural delivery system. A general parcels post will involve a much greater outlay.

THE COPYRIGHT CONVENTION OF THE PAN-AMERICAN CONGRESS AT BUENOS AIRES.

The Fourth International American Conference, assembled in Buenos Aires, resolves:

ARTICLE 1. The signatory States recognize and protect the rights of literary and artistic property in conformity with the stipulations of the present conventions.

ART. 2. By "literary and artistic works" is meant the books, articles, pamphlets of all kinds—whatever may be the subject they deal with, and whatever be the number of the pages thereof—dramatic or musical works; those of a choreographic character, musical compositions with or without words; drawings, paintings, sculptures, and engravings; photographic works, astronomical or geographical spheres; plans, sketches or plastic works relating to geography, geology or topography, architecture or any science; and, finally, they also comprise every production that can be published by any printing or reproducing process.

ART. 3. The recognition of the right of property obtained in a State, in conformity with its laws, shall fully and legally have its effects in the other States, without the necessity of complying with any other formality, provided there shall appear in the work any statement showing the reservation of the property.

ART. 4. The right of property of a literary or artistic work includes for its author or successors the exclusive right to dispose of the same, to publish it, to sell it, translate it, or authorize the translation of it, and to re-

produce it in any form either in its entirety or partially.

ART. 5. The following shall be regarded as the author of a protected work, except when proofs to the contrary are produced. He whose known name or pseudonym shall be expressed therein, and, consequently, the action brought by the author or his representative against plagiarists or infringers shall be admitted before the courts of the several signatory countries.

ART. 6. Authors or their successors, whether resident or foreign, shall enjoy, in the signatory States, the rights granted by the respective laws, but said rights shall not exceed the period of protection granted in the country of origin.

In the case of works consisting of several volumes which are not published together, as well as in the case of bulletins, serials or periodical publications, the term of the right of property shall commence to count with regard to each volume, bulletin, serial or periodical publication, from the respective date of its publication.

ART. 7. The following shall be regarded as the country of origin of a work; that in which it was first published in America, and, in case said publication has been simultaneously made in several of the signatory countries, then it shall be the one which shall fix the shortest term of protection.

ART. 8. Any work that did not obtain its literary property from the beginning shall not acquire the same in its subsequent editions.

ART. 9. Authorized translations shall be protected in the same manner as original works.

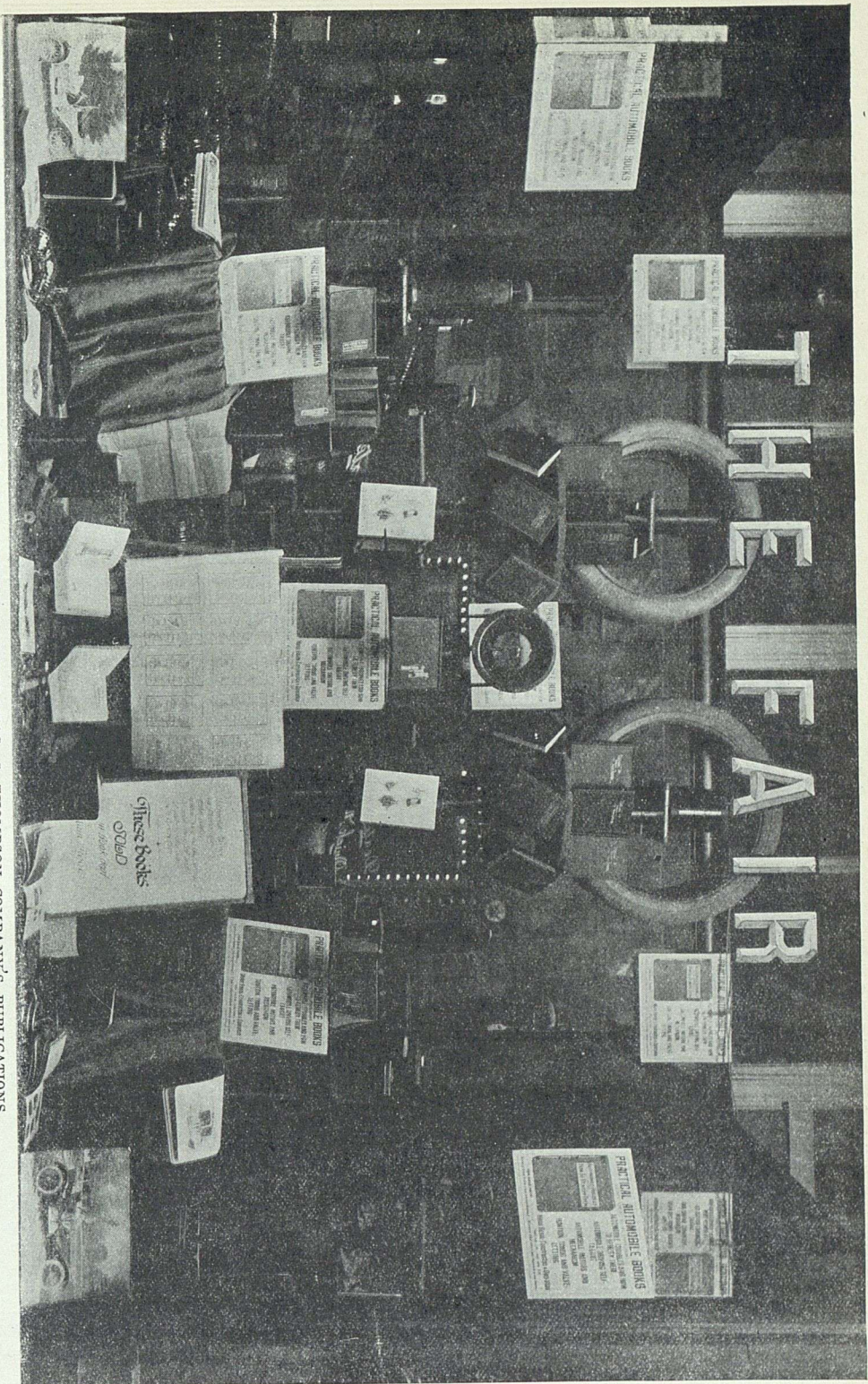
The translators of works in which there is no guaranteed property or in which the same has expired, shall have the right to obtain—in so far as the translations thereof are concerned—the right of property specified in article 3, but they shall not be able to prevent the publication of other translations of the work.

ART. 10. The speeches delivered or read in deliberating assemblies, before the courts of justice, or in public meetings may be published in the newspapers without any authorization whatever, this right being subject to the provisions of the internal laws of each State concerning the matter.

ART. 11. Literary, scientific, or artistic works, whatever may be the subject thereof, published in newspapers or reviews of any of the countries of the Union, shall not be reproduced in the other countries without the previous consent of the authors. With the exception of the aforesaid works, any newspaper article may be reproduced by others, if this has not been expressly prohibited, and, in any event, the source from which said article has been obtained should be duly cited.

Such miscellaneous newspaper news which represent merely press reports shall not enjoy the protection of this convention.

ART. 12. The reproduction of fragments of literary or artistic works in publications for educational purposes or chrestomathy, does not confer any right of property, and, con-



AN AUTOMOBILE WINDOW IN CHICAGO OF THE CHAS. C. THOMPSON COMPANY'S PUBLICATIONS.

sequently, can be made freely in all the signatory countries.

ART. 13. For the purposes of civil responsibility indirect appropriations, not authorized, of a literary or artistic work not representing the character of the original work, shall be considered unlawful reproductions.

The reproduction, in whatever form, of an entire work or of the greater part thereof, accompanied by notes or comments, on the pretext of literary criticism, or as extension or complement of said work, shall also be considered as unlawful.

ART. 14. Every plagiarized work may be seized in the signatory countries wherein the original work has a right to be legally protected, this right being without prejudice to such indemnities or punishment as the plagiarists may incur, in accordance with the laws of the country where the fraud has been committed.

ART. 15. Each of the Governments of the signatory countries shall preserve the right to permit, guard, or prohibit the circulation, representation, or exhibition of such works or reproductions concerning which its constituted authorities would have to exercise the aforesaid right.

ART. 16. The present convention shall commence to be in force among such signatory States as ratify the same, three months after its ratification shall be communicated to the Argentine Government, and shall remain in force among all until a year after the date of denouncement.

This denouncement shall be communicated to the Argentine Government and shall have no effect with regard to the country making the same.

THE VALUE OF WINDOW AND STORE LIGHTING.

PROPER store lighting is almost a science. Every owner of a store, no matter of what kind, should pay a great deal of attention to it. More goods are sold because of proper display than possibly can be estimated for. Good light is a distinct aid to salesmanship, and a light store in itself is an invitation to a buyer.

How properly to light a store is a question that requires some thought and a great deal of study. It is possible to be wasteful with light just as it is possible to be wasteful with any other resource. The idea of the owner should be to get the greatest possible lighting efficiency for the least possible cost.

In planning let us begin at the front, for the most prominent thing about any store is the show window, the introduction of the business to the public. The general public has come to judge a store very much by its window display. Window displays will themselves sell goods.

The care of every merchant should be to see that his show window is brilliantly lighted. The brighter the light the better it attracts public attention. People are like moths in this respect. They always gravitate toward

a strong light. Broadway, New York, is the most travelled thoroughfare in this country, and any evening one may see an army of people walking up and down the street, bound nowhere, just walking.

Many a good window display is lost to the world because the owner of the store has not realized the necessity of lighting it up properly. A certain store on State Street in Chicago is famed for its window displays. His windows stand out on State Street like a beacon light. On dark days he turns on his lights and never misses an opportunity to flood those windows with light. He gets the people, and he gets them through the medium of his illumination.

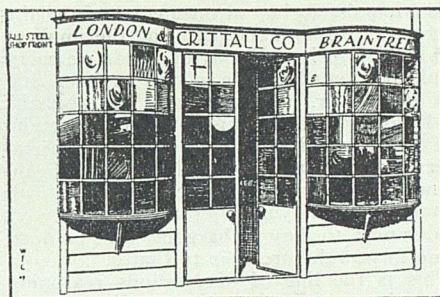
The matter of lighting is still in its infancy. It is but a few years since Edison discovered the filament that produces the brilliant incandescent light. Within a few months the high candle power arc has been put on the market, and a new incandescent that outshines the older types of arcs. Gas mantels, odorless kerosene of high efficiency has been produced. Gasoline systems that are noiseless, brilliant and safe have also been perfected, and no matter where a man's store may be, there is little or no excuse for poor lighting in this day and age. Reflectors and reflecting systems are quite as important as many lights. A store window should show the goods the man has to sell, not a display of some one's incandescent electric or gas lights, therefore, the reflector systems come into play. They also reduce the cost of installation and maintenance.

The best system of window lighting is one that will permit of various applications. It is a good idea to work out the systems with reference to the window you want to light, not try to work out one system for all windows. Sometimes it is found most effective to have one, two, three or more clusters of lights placed in different positions near the ceiling of the window. In other cases, chandeliers conveniently arranged are better. In other places rows of incandescents do the best work. The best scheme to work is one where the sources of light are hidden as much as possible. A system of this kind requires a careful working out to eliminate as much as possible all shadows and cross shadows. Reflectors with the back of the reflector toward the sidewalk and the lights concealed within are usually the best schemes for bringing this about. A row of lights hidden behind powerful reflectors all along the floor of the window near the glass, throwing the light into window space and over the goods, will work wonders, but this should be supplemented by enough more lights and reflectors to keep out shadows and make the window as brilliant as possible.

When the display window has been disposed of, the interior of the store should be gone after in a like manner. No man was ever known to make a big success of a business trying to sell his goods in the dark. People want to see what they are buying. Whenever it is possible, use daylight. Some

goods show off to poor advantage under artificial light, while others show off to better advantage.

In using daylight, there are a number of systems for directing the sun's rays, and these may be placed in the upper sash of the front window above the roof of the window display place. These systems gather up every scattering sun ray and direct them to



where they will do the storekeeper the most good. Where a store has windows in both ends or on the side, or anywhere besides in front, these prism lights may be used to the best possible advantage, and as long as the sun is up at all they will work, and work well.

After gathering up all of the daylight and making use of it, there is time enough to think of artificial light. No store should be permitted to have any dark corners. In the first place, dark corners suggest dirt and uncleanness. People who have money to spend like to buy in clean stores. A dark store never appears to be a prosperous one. A light store always has the appearance of doing the business, and while appearances alone will not pay the light bill, if the appearance is there, it is only a matter of a very short time when the people will be there spending their money.

Figure out your floor space. Approximate the distance from the floor to the ceiling, and figure how many obstructions you really have between the length and breadth of the store. Eliminate obstructions as much as possible. Try to keep the aisles clean and clear, permitting a free circulation of air and light, making it easy for your customers to walk about and examine what you have to sell. Try a few experiments as to what distances from the floor or the top of the stock at which lights will produce the greatest brilliancy. Putting lights too high diffuses the light, and, while the rays may penetrate farther, they are less powerful and you do not get the highest efficiency at any point where you should. Lights too low throw a dark shadow upwards and concentrate too much on small spaces. There is a point between which you may easily locate. Arrange your lights so that they will not shine in the eyes of the customer, but so that they will make the store as brilliant as possible.—WESLEY A. STRANGER, Editor "The Office Outfitter."

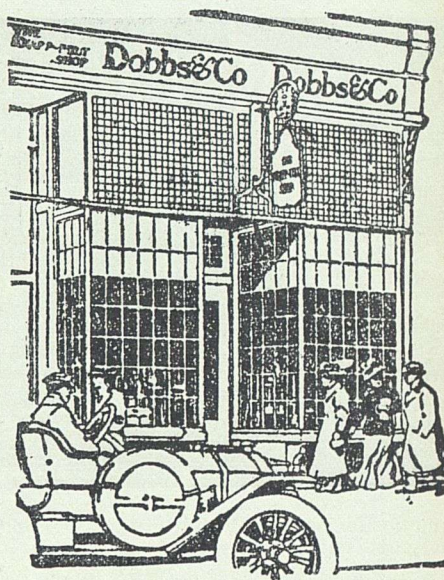
SELLING VALUE OF STORE FRONT INDIVIDUALITY.

ANY good salesman will tell you how necessary it is to have "a good front," says Bertram Healy in an excellent article in a recent issue of *Printers' Ink*, from which the two interesting store-fronts herein pictured are taken. High-grade goods appeal to a high-grade clientele, and to realize their full selling value must be sold in stores whose personality and attractiveness are commensurate with the quality of the goods sold.

Book stores are high up in the scale of artistic and intellectual retailing—none higher—and that bookseller does best who endeavors to make the physical appearance of his store reflect the spirit of the goods he sells.

The first point at which many booksellers fall down—slightly to paraphrase Mr. Healey's article—is the *store front*. With that splendid capacity for endless sameness which so many builders show, the store fronts that most dealers possess are very monotonous, even often impractical. Certainly, they rarely make use of their full advertising opportunity.

This fact comes from failure to realize that a great part of trade is secured for a retailer by the appearance and earmarks of his exterior and his window contents. The character of his service, his patronage and his goods is loudly proclaimed by the physical appearance of his store front.



The store front is like the type with which an ad is set up, and the taste that it displays. For some businesses it pays to sacrifice appearance somewhat for quantity of display room. But for most cases it should not be a question of how much display room a store front can be made to yield, but *how many people can you induce to give real attention to whatever display room you have*, be it large or small.

It is not the large window or the large store front which has the biggest chance—it is the quality of appeal which can be achieved. It is far more effective to put one single article in a window, if that article and the store front, etc., which form its setting, are of the kind that merits attention.

The two store fronts here shown are suggestive of the possibilities to be developed by any bookseller who studies the matter, though neither one happens to be a bookstore window. The lower one is that of Dobbs & Co., Fifth Avenue, New York (selling Crofut-Knapp hats), while the other is an English shop.

IMPORTANCE OF PRICE TAGS IN WINDOW DISPLAYS.

THE selling powers of a window display are similar to those of a good advertisement, says Hamilton Burke in the Canadian *Bookseller and Stationer*—the power to attract attention, to create desire, to convince one of quality and value for the money, and the power to impel one to buy then and there. All of these selling forces should be present in every window display in harmonious and well balanced relation to one another.

The importance of price tags is fundamental. A window may be weak in the power to attract attention, and even neglect opportunities to create desire, but if the price mark-

ber of people who do not like to enter a store unless they intend to buy something. Try such a window without price tags for an hour, then put a placard in the window—"Special sale of sample knives, your choice for 25 cents"—and watch the results. To most people, the knives represent a definite value, and the price being known, the passer-by can determine at once the desirability of the goods to him.

The impulse to buy at once comes from the price tag. Without the price tag the implication is: "Here is a display of goods we carry regularly in stock; come in now or later, and look them over." As man is a "lazy animal," the beholder puts off his tour of inspection. The price tag implies: "Here is a special offer at a low price for to-day only. If you do not come in now, the pick of the lot will be taken, and if you defer the matter, your opportunity to buy a bargain will be lost. Come in now before it is too late."

This is the line of unconscious reasoning set up by an effective window display, and the window dresser may know he has a selling exhibit when he inspects his window, and he finds it impels him to act quickly, lest its appeal be lost. So well recognized is the selling power of the display window that there are many metropolitan department stores which have established a method of checking up results from their display windows, and they will not permit a display to remain on



A STRIKING DISPLAY OF
Brentano's.

is there, the beholder has an opportunity to judge for himself whether the goods shown represent good value for the price, and constitute a genuine bargain offering.

Put a display of safety razors and cutlery in the window without price tags and watch the results. People will look at them, a few will come in to ask the price, but the majority will not do so, for few like to ask prices for fear they may be treated by the clerks as though they were "cheap skates," or "skin-flints." There are also a large num-

ber of people who do not like to enter a store unless they intend to buy something. The window dresser may have to change his window every hour, but change it he must until it is producing satisfactory results.

The time element should appear somewhere in every window display. "Special sale to-day only." "These goods at these prices while they last." "Come in and select what you want; they are going fast." "To introduce these new goods, we will sell them at the prices marked, for one week only." Some

phrases like these should appear in every window, and thus the window display be made a vital selling force, and a "pulling advertisement" producing profitable sales from the time the window curtain goes up until it is lowered again for the introduction of another exhibit.

ADVERTISING A SMALL STORE.

THE small town merchant doesn't have to spend as much in publicity as his brother in the city, says Herbert Little in a recent number of *Gill's Bulletin*, but he has to spend a certain amount, and he can just as well afford to do good work with what he does spend as can the owner of the big department store.

It is not enough to put an announcement in the weekly paper stating that John Smith carries groceries, boots and shoes, dry goods and notions, and let that run by the year. If your town is big enough to have a paper of any sort it is large enough to make possible and profitable some good, live advertising from two to four times a year. Show me a town where none of the merchants ever patronize their home paper to any extent, and I will show you a town that is making the Eastern mail order houses rich.

Don't think that you can't do good advertising because your town is not over one hundred thousand inhabitants. If you have a good paper, use it to tell them about your

short time ago. He puts in every night for a week preparing a full-page announcement of his clearing sale (and he lives in a city of less than four thousand). But when he gets out this sale ad., it looks right and reads right. It sells the goods, too!

Newspaper advertising is just what you make it, says Aaron Holtz in the same paper—merchandise and value first; composition and arrangement second. It is the combination of these things that brings the best results.

Too often a merchant will devote his every energy to produce a perfect advertisement in the matter of arrangement, but will use greatly exaggerated statements in his composition. In this case the advertisement may bring the people to the store—which, let me remark in passing, is the principal object of an advertisement—but they will at once see that the merchant has been insincere.

It is best to discredit Mr. Barnum's statement, "The American people like to be humbugged." Stick to the truth, the whole truth and nothing but the truth—every time!

Fifty per cent. of an advertisement lies in the heading. But avoid the use of meaningless superlatives as "Best on Earth," etc. Just say what you honestly know to be so, and express yourself in language that means something. Strong, convincing head lines are bound to bring results.

The retailer who uses his local newspapers



ROOSEVELT'S "AFRICAN GAME TRAILS."
Washington.

merchandise, and study the methods of the big men in Chicago and other large cities. You can't do the same work or use the same space or style they do, but if you are clever enough to make good in business, you are smart enough to adapt to your needs as much of the big man's style as you can use.

Have a good, live clearing sale, right now. Get out hand bills or circulars, and distribute them to every family in a radius of five miles at least.

Do like a merchant I met on the train a

continually is generally rewarded with results far beyond anticipations; but, on the other hand, the merchant who advertises spasmodically rarely derives any benefit—and it is this man who, if asked, would tell you that "advertising does not pay."

But do not imagine that the writing of a good advertisement is easy. An advertising man must know merchandise. In a large store he must be the chief of the selling division.

In these days of competition, advertising

becomes a positive necessity with the small merchant, says Will Lipmann.

Advertising does not require any superhuman efforts. It demands one thing only, which any country merchant has, or should have as well as the big store merchant, and that is, common sense to tell the truth!

The best advertising is the plainest advertising. Tell your customer in a straightforward, honest way what you have to sell, and the price. Always mark the price of goods in plain figures, and make it a rule when writing an advertisement never to omit the price of any article. This is very important—commit it to memory!

There is only one thing that you must secure from the reader and that is confidence; and, by the way, confidence has been termed "The corner stone of Success." If your customer has confidence in you, she will become a permanent customer.

Back up your advertisements with attractive windows, with accommodating clerks, and with a cheerful, bright store and attractive displays. You will be surprised how quickly

I am, therefore, suggesting a series of paragraphs, any one of which any dealer in any town can use to great advantage. One of these paragraphs—Package Messages—could be printed on a small circular ranging from 2 x 3 inches up, and enclosed with every package that leaves the store.

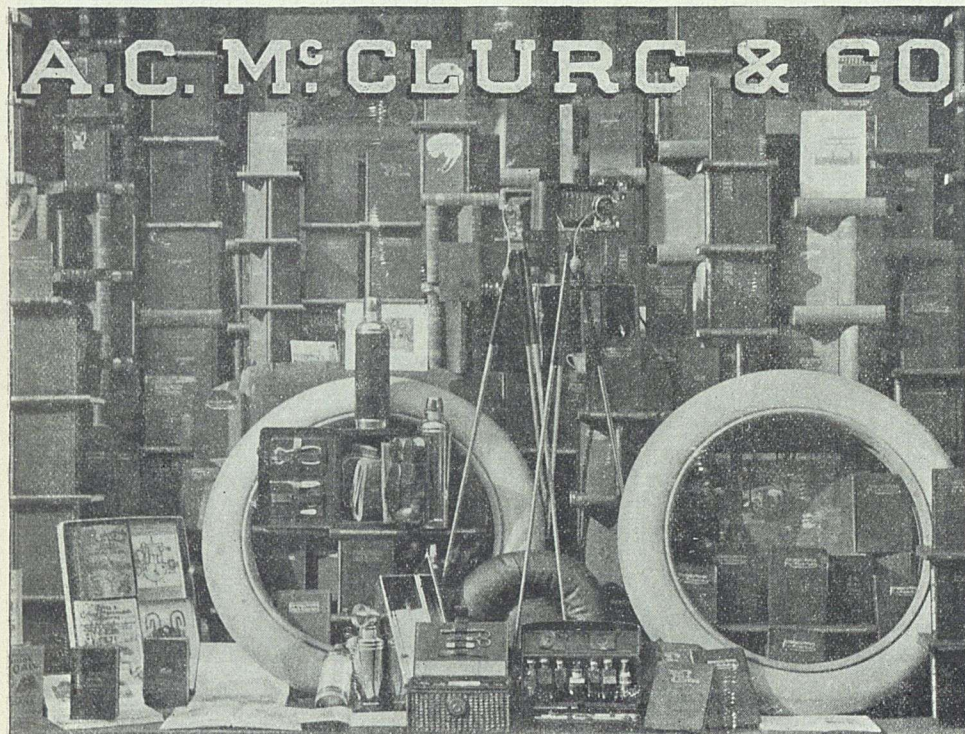
When the customer unties the package containing his goods he is home, and not only has the time to read your message, but is in the proper frame of mind to be favorably impressed. If he had courteous treatment at the store, and was given satisfaction as to price and quality, the little message in the package serves to remind him of these facts.

The matter of cost of issuing these slips cannot stand in the way of any progressive merchant, as five hundred, or a thousand or two would cost only a small sum.

Here they are:

We aim to have the Store Service as nearly perfect as tireless endeavor can make it. We are always ready for suggestions looking to its improvement. From your point of view where can we better it?

It is the little things that count—the details.



ANOTHER CHICAGO AUTOMOBILE WINDOW.

(Chas. C. Thompson Company.)

your customers will appreciate the changes and how noticeable will be your increase in sales.

It is always well worth the while to thank a customer for his patronage, suggests N. A. Boody, both verbally and through the use of printers' ink. A word of thanks, coupled with reliable merchandise, honest prices, and fair methods, is the best advertising any store can have.

And while we consider no detail small enough to be neglected some must slip by unnoticed and uncorrected. Will you co-operate with us to improve the store service by making your suggestions to us?

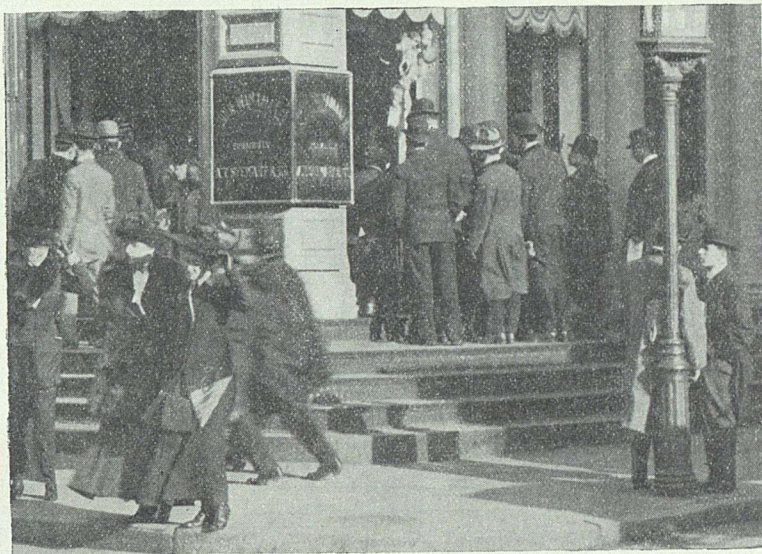
Promptness inspires confidence. If we expect to enjoy your regular trade we must be prompt. Delays are dangerous—and annoying to you and to us. If you are ever kept waiting unreasonably long here, please let us know.

Exaggeration is the forerunner of distrust. We state plain facts about our goods and prices because we mean that you shall know things exactly as they are in this store.

This store exists for the convenience and profit of our patrons. Without both, we are of no value to you or ourselves. Help us by your suggestions.

Quality will never be lowered here that price may be lowered, too. If the price looks low you may be sure that it is low, and that quality is exactly what you think it is, and ought to be to make an honest "bargain" value.

most effective window the writer has seen in a long time was at the same time the simplest. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about four-



THE DRAWING POWER OF A WINDOW.

A Display of "The North Pole" in a Wanamaker Corner Window. What the photographer found when he came to take the picture. (The window itself was in the advertising pages of last week's P. W.)

It is not what we think but what you think or say that helps this store's growth. Your satisfaction with this purchase determines your attitude. If value or price do not appear to be right when you open this bundle please bring the purchase back.

Providing they know, every firm or individual engaged in business could do a certain amount of profitable advertising, declares Frank Loomis.

Every time a merchant displays his goods temptingly in his windows or on his counters, and particularly when he embellishes them with price tags or show cards, he is advertising—although he may not admit it or realize it.

The shrewdest, most cautious, and most far-seeing merchants of the present day are almost invariably heavy advertisers.

It is true that the advertising policy adopted by a large concern would not be at all the thing for a small merchant, but it should be remembered that the big store's advertising policy to-day isn't what it was fifteen or twenty years ago, when the big store was a little store.

CROWDED WINDOW DISPLAYS.

THE chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and

teen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the centre of the window, on a white mat, was placed a single shoe, one of a new pattern. This shoe was marked "Our Marquise Shoe—\$3.50." I'll warrant that the display sold that brand of shoes and sold plenty of them.—(*Canadian Bookseller and Stationer*.)

A GOOD WINDOW AS A DRAWING CARD.

AN unusual case of a window display as a publicity factory was that of "The North Pole," recently in Wanamaker's New York store. A corner window was chosen, and dressed with care, Peary's original sledge, spear, fur garments, American flag and stuffed Eskimo dogs being featured, although the places of prominence were given to the books and illustrations. The result was a steady throng of gazers often three or four deep, who took the trouble to climb four steps to see the display. It was interesting to see how the complete hiding of the window by spectators proved a drawing card by stimulating the curiosity of those passing. It will be noticed in the picture that few are turning away hastily, but almost all seem to be studying the contents of the window. The spectators were, of course, entirely unconscious of the presence of the photographer, who was on the opposite side of the street.

COLLIER'S WINS \$50,000 SUIT.

A JURY before Supreme Court Justice Brady returned a verdict for \$50,000 in a suit brought by Robert J. Collier against the Postum Cereal Company because the latter printed an advertisement in sixty newspapers in New York stating that *Collier's Weekly* had printed an editorial against the defendant's product because the defendant had refused to advertise in *Collier's*. The editorial in question was one written by Samuel Hopkins Adams on deception in advertising, printed in *Collier's* in July, 1907, in connection with that magazine's crusade against fraudulent advertising.

The case was on trial more than a week and the jury was out an hour and a half.

"One widely circulated paragraph labors to induce the impression that Grape-Nuts will obviate the necessity of an operation in appendicitis," wrote Mr. Adams. "This is lying, and potentially deadly lying. Similarly, Postum continually makes reference to the indorsement of 'a distinguished physician' or a 'prominent health official,' persons as mythical, doubtless, as they are mysterious."

In the form of a widely circulated advertisement the company retorted to this comment early in September. The article on which Mr. Collier sued was called "The 'Yell-Oh' Man and One of His Ways." The complaint interpreted it as a charge of extortion.

The Postum Company ceased to advertise in *Collier's* toward the close of 1905, because, according to the contention of *Collier's*, its claims to medicinal effects barred matter, so phrased, under the advertising policy adopted by *Collier's* at that time.

James W. Osborne, counsel for Collier, said that the verdict is the largest for libel ever returned in this county. It is understood that the sum won by *Collier's* will be expended in another campaign.

Mr. Osborne told the jury that a long fight had ended in the Federal pure food law forbidding improper claims to be printed on the exterior of food packages, and he put in evidence three Grape Nuts packages, purporting to be of different vintages, with certain omissions on the later ones.

A similar suit of a similar nature in which the Postum interests appear as the plaintiff has been brought against *Collier's*, based upon the editorial of July 27, 1907, and subsequent articles which appeared in the *Weekly*. It is for large damages, but the papers were served some time after Mr. Collier brought his action. Trial of this suit has not yet been reached.

BANKS & COMPANY TO GO OUT OF BUSINESS.

AFTER a career of more than 105 years, the oldest law publishing concern in the United States, the corporation of Banks & Company, 473-475 Broadway, Albany, is to go out of business. On Wednesday, December 14, representatives of four large law book

publishing concerns will submit bids to William Lawrence Green, vice-president and treasurer of the corporation, for the good will, copyrights, and the entire business of the concern. It is not known at this date whether the business will be continued in Albany.

Following the death of the president, A. Bleecker Banks, the past summer, his son-in-law, William Lawrence Green, decided that inasmuch as his interests were mainly in New York City he would dispose of the business with Mrs. Banks's approval. Plans were instituted for winding up the affairs of the corporation with the result that bids will be submitted from four publishers.

The house of Banks & Co. is a part of the establishment started in New York City in 1804. Stores were opened simultaneously in New York and Albany; that in New York being located at the southeast corner of Wall and Broad Streets, and the one in Albany at 104 State Street. David Banks, father of A. Bleecker, had charge of the New York store while his partner, William Gould, looked after the Albany store. The firm of Gould & Banks made a specialty of foreign, English, reports, and as there was no copyright upon them at that time the firm reprinted many of these books. By 1812 a considerable import business had been developed, amounting in that year to about \$8000. The firm shipped large numbers of law books to Japan, South Australia, Buenos Aires, Mexico and other foreign countries.

The store in New York became quite a rendezvous for prominent lawyers and politicians. Among the visitors were Andrew Jackson, Martin Van Buren, Governors Morgan, Lewis, Wright and Marcy, and Chancellors Kent, Walworth and McCoun. Politics was a favorite subject of discussion. The New York store was removed to the site of the present *Tribune* building about 1829, and thence to Park Row, where it has been established independently as the Banks Law Publishing Company since 1895, when the two houses were divided.

The Albany house after its establishment here remained on State Street until 1846, when the present premises at 473-475 Broadway were purchased. On the retirement of David Banks, Sr., he was succeeded by his sons, David, Charles and Anthony Bleecker Banks. The Goulds retired about the same time and both houses became known as Banks & Brothers. In 1895 it was decided to separate the two concerns and they were incorporated independently. A. Bleecker Banks came to Albany as a youth of 18 to take charge of the Albany office on the dissolution of the firm of Banks, Gould & Co. The Banks Law Publishing Company in New York is managed by David Banks, a brother of A. Bleecker, and is no wise affected by the action of the Albany corporation.

John W. Andrews, secretary of Banks & Co., is one of the best known law book men in the country. He has been with the corporation since he began his career as an office boy.

ONE OF FOUNDERS BRINGS SUIT AGAINST COLUMBIAN MAGAZINE.

JOHN BRINTON HAYNES, president, Lee Sidwell, secretary-treasurer, and Eugene B. Yates, assistant secretary, have been defendants in a suit brought by Lawrence M. Day, one of the incorporators of the *Columbian Magazine*, who alleges that an attempt had been made to defraud him.

Day said in his motion papers that he contracted to go into the magazine publishing business with Haynes and Sidwell on March 30, 1909, and that they formed a corporation in Delaware with a capital stock of \$500,000.

For the good will of the magazine business, which he says he and the others had been running previous to the incorporation, 63,700 shares of stock having a par value of \$1 each were allotted to each of the incorporators, and he was made general manager at a salary to be determined.

Day said that he spent most of his time out on the road selling stock and that when he came to the city in September, 1909, Haynes and Sidwell conspired by misrepresentation into his surrendering 58,750 shares of stock and accepting \$2000 as part payment for his salary.

He said that Haynes told him that the company was in financial straits. Day alleges that the company really was in flourishing condition, that on July 28 last a quarterly dividend of 4 per cent. was declared, although the company had not acquired sufficient surplus to pay such dividend out of the net earnings. The defendants have now declared another dividend.

Day demands that the defendants pay him damages, consisting of the amount due him for salary and dividends, that he would have received on the stock he transferred. He also asked that the defendants be restrained from paying any dividend out of the capital or stock subscriptions and from issuing any more stock.

Attached to Day's papers was the magazine's balance sheet of the date when the first dividend was declared, showing that the magazine had assets of \$313,211, which included \$255,337 as the value of the magazine's plant, copyrights, good will and equipment. The account showed a surplus of \$13,521.

In their replying affidavits the defendants say that Day got the stock for his services in selling treasury stock, and that he came to them and said that he was hard pressed for cash and would sell his 63,750 shares for \$2000.

They declared that all the dividends have been warranted. They say that 7600 persons throughout the country have bought stock, and that if the company is not permitted to pay the dividend just declared it will result in a loss of thousands of dollars in new stock subscriptions.

Justice Bischoff ruled that if the amounts stated in the magazine's balance sheet are correct the dividend last July was warranted, and he vacated a temporary injunction restraining the payment of a 4 per cent. quar-

terly dividend, which was due stockholders, but continued a restraining order preventing the president and treasurer of the company from disposing of 63,700 shares of stock until the termination of the suit of Day to recover this.

MEREDITH MANUSCRIPTS SOLD.

A LARGE number of the manuscripts of the prose and verse works of George Meredith were sold at Sotheby's December 1, one of the most important sales of literary manuscripts in several years.

George Meredith's work has never before been offered, in the original drafts, at a public auction. A few months ago there was a sort of consternation among British collectors because J. Pierpont Morgan acquired from Frank Cole, Meredith's gardener, autograph versions of the great poet and novelist's "Lord Ormont" and two other works.

The manuscripts sold by Sotheby were owned by Miss Nicholls, Meredith's nurse and attendant during his last seven years. They touch every book, prose and verse, published by him between 1880 and 1909, the year of his death, except "Lord Ormont" and some odes on French history. The earliest, in point of date, was "The Tale of Chloe, an Episode in the History of Beau Beamish."

This story was first published in the *New Quarterly Magazine* of July, 1879, and is one of the best of his shorter romances. The manuscript reveals the interesting fact that Meredith at first intended to call it "The Lamentable Tale of Chloe," but the "lamentable" is erased. It brought \$855. Next in the date to this was the manuscript of "The Tragic Comedians," first published in the *Fortnightly Review*, 1880-1881. This is the novel founded on the story of Ferdinand Lassalle and Princess von Raconitza. It sold for \$1100. The longest manuscript in the series was entitled "A Conqueror in Our Time," 440 quarto pages of an early unpublished version, approximately half of the novel afterward called "One of Our Conquerors," and which was published serially in New York. This draft furnishes a striking illustration of the care with which Meredith revised and altered his work. It contains such chapter headings in manuscript as "Wherein the couple, justified by love, have sight of their scourge," "Of the dumbness possible with members of a household having one heart," and "Chiefly on the theme of a young maid's imagination."

The first nine chapters of the manuscript correspond roughly with the first thirteen chapters of the novel as printed, but, after that, the earlier draft seems to have been largely abandoned. There are no less than four versions of the opening of Chapter xiv., a modified version of the latest being finally chosen as the opening of Chapter xvii. The manuscript fetched \$1300.

Of the most widely read of all Meredith's novels, "Diana of the Crossways," there are ninety-five pages. This novel now consists of forty-three chapters, but consisted of only twenty-six chapters when it was first published in the *Fortnightly Review*, June-De-

cember, 1884. It was in this same year that Meredith's second wife, a lady of French descent, died. The novel was considerably enlarged before publication in book form in the following year, and this manuscript is apparently an early draft of some of the additions then made. The longest consecutive fragment consists of thirty-eight pages, and is an early version of parts of Chapters xxxix. and xl., in which is described Diana's retirement in the country after her disclosure of a Cabinet secret to Mr. Tonans. This incident is supposed to have been suggested to Meredith by the story, now known to be without foundation, that Mrs. Norton had betrayed Prime Minister Robert Peel's decision to repeal the Corn Laws to Editor Delane of the *Times*. The early draft manuscript brought \$840.

There were also parts of "The Amazing Marriage," which appeared in 1895, and was Meredith's last complete novel. On the back of one page are four manuscript lines of apparently unpublished poetry, headed "The Parting of the Hour." Another manuscript of about fifteen quarto pages is a laudatory review of Mrs. Meynell's two books, "The Rhythm of Life" and "The Color of Life," which review is not reprinted in the collected edition of Meredith's works.

The manuscripts of Meredith's poetry include "The Sage Enamored and the Honest Lady," first published with "Modern Love, a Reprint, 1892," and consisting of 39 quarto pages; seven poems from the "Ballads and Poems of Tragic Life," first published in 1887; thirteen from "The Reading of Earth," published in 1888, and others from "The Empty Purse," published in 1892. Of "The Poet's Night," an early version of the "Night of Frost in May," there are 30 quarto pages.

The serio-grotesque "Jumps-to-Glory Jane" extends to fifteen and a half quarto pages, with fragments of two earlier drafts, one almost complete. There were also thirty-five quarto pages of the early and curious work, entitled "The Teachings of the Nude." The entire collection realized \$9730.

BEST SELLING BOOKS.

ACCORDING to the *Bookman's* lists, the six books (fiction) which have sold best in the order of demand during October are:

1. The Rosary. Barclay. (Putnam.)... 189
2. Max. Thurston. (Harper.)..... 185
3. The Rose in the Ring. McCutcheon. (Dodd, Mead.)..... 117
4. The Mistress of Shenstone. Barclay. (Putnam.)..... 115
5. The Window at the White Cat. Rinehart. (Bobbs-Merrill)..... 83
6. Molly Make-Believe. Abbott. (Century Co.)..... 80

The best-selling non-fiction was:

1. African Game Trails. Roosevelt. (Scribner.) \$4.
2. What's Wrong with the World? Chesterton. (Dodd, Mead.) \$1.50.
3. Blue Bird. Maeterlinck. (Dodd, Mead.) \$1.20.
4. The North Pole. Peary. (Stokes.) \$4.80.

5. Mary Magdalene. Maeterlinck. (Dodd, Mead.) \$1.20.
6. Chantecler. Rostand. (Duffield.) \$1.25.

The best-selling juveniles were:

1. Emerald City of Oz. Baum. (Reilly & Britton.) \$1.25.
2. Kingsford Quarter. Barbour. (Century Co.) \$1.50.
3. Anne of Avonlea. Montgomery. (Page.) \$1.25.
4. Anne of Green Gables. Montgomery. (Page.) \$1.25.
5. Betty Wales on the Campus. Warde. (Penn Pub. Co.) \$1.25.
6. Winning His "Y." Barbour. (Appleton.) \$1.50.

TRADE ASSOCIATIONS.

BROTHERHOOD OF COMMERCIAL TRAVELLERS.

THE twenty-sixth annual business meeting of the Brotherhood of Commercial Travellers took place at the Hotel Breslin, New York City, December 6, with Brother A. T. Leon, the president, in the chair.

Brother Fred D. Irish was elected president for the ensuing year; Brother L. R. Matlack, vice-president, and John Hovendon, secretary and treasurer. The following new members were elected: A. R. Gabriel, R. N. Hays, W. M. Edwards and Harry F. Hull.

The annual banquet will be held, as usual, at the Waldorf-Astoria, New York City, Thursday, December 29.

COMMUNICATIONS.

THE MACMILLAN BASEBALL TEAM.

NEW YORK, November 18, 1910.

To the Editor of *The Publishers' Weekly*.

DEAR SIR: We note in your issue of November 12 an item headed "Baseball League Finals," and purporting to give the results of a contest for the championship among teams representing a number of New York publishers. The use of the name of the Macmillan Company in this item is unauthorized and erroneous. The Macmillan Company is not represented and has not been represented in the New York Publishers' League by a baseball team, and any use of its name in this connection is unauthorized. We trust you will publish this correction in justice to ourselves as well as to the league.

Very truly yours,

THE MACMILLAN COMPANY.

[The final standing of the Publishers' League teams was given us by the secretary of the league, and the above letter was forwarded to him for explanation.—Ed. P. W.]

To the Editor of *The Publishers' Weekly*.

DEAR SIR: Regarding the standing of the Macmillan's Company's baseball team in the Publishers' League, I wish to say that they joined the league at our first meeting, and although afterward they withdrew from the league, it was necessary to send their name to you in order that the percentages of all teams should check up as given.

FRANK L. McCABE,

(Funk & Wagnalls Company), Secretary of the Publishers' League.

OBITUARY NOTES.

MRS. MARY BAKER G. EDDY.

THE death of the founder and head of the Christian Science Church on Saturday, December 3, closes a remarkable personal career and marks an epoch in a remarkable religious movement. Mrs. Eddy enjoyed the distinction of being almost the only woman who ever attained important religious leadership. The followers of the faith she taught now number far beyond a million and are distributed through every civilized land. True to the special doctrine she taught beyond all others, Mrs. Eddy died of pneumonia unattended by a physician, relying wholly upon the efficacy of prayer. Mrs. Eddy was born in Bow, New Hampshire, in 1821. She was educated by private tutors, studied natural philosophy, chemistry, astronomy, also Latin, Greek, Hebrew and French. She married three times: George Washington Glover in 1843; Dr. Daniel Patterson in 1853, and Asa Gilbert Eddy in 1877. After many years of invalidism Mrs. Eddy finally cured herself by will power and her conviction that mind must get control of matter. She attained perfect health and lived to the age of 89, accomplishing a marvellous amount of work. She discovered Christian Science in 1866, but did not begin to teach it as a new faith until 1875, when she published her "Science and Health with Key to the Scriptures," of which upwards of half a million copies have been sold. A copy of this edition recently brought \$90. One of the teachings of the sect is that every believer must study from his own book, and this tenet laid the foundation of Mrs. Eddy's wealth, which is said to be nearly \$1,500,000. She published "Christian Healing" in 1886; "Unity of Good," 1891; "Rudimentary Divine Science," 1891; "Retrospection and Introspection," 1892; "Christian Science vs. Pantheism," 1898; "Truth vs. Error," 1905; and wrote constantly for the various magazines and periodicals founded to spread Christian Science. Still it was not her writings but her dominating personality and great executive ability that gave Mrs. Eddy her peculiar power. How far her following has been due to this personality will now be proved.

DR. CHRISTIAN A. HERTER, Professor of Pharmacology and Therapeutics at the College of Physicians and Surgeons, died of pneumonia December 5 at his home, 819 Madison Avenue, New York. He was the author of many works on medical subjects, and devoted much of his time to research in the field of clinical pathology. Professor Herter was born in Glenville, Conn., in 1865. He was graduated from Columbia Medical College in 1886. Following his connection with Bellevue Hospital, Dr. Herter in 1903 became a member of the Columbia Faculty.

DR. JOHN C. DA COSTA died at his residence in Philadelphia on December 6. He was 76 years old. Dr. Da Costa was a graduate of Jefferson Medical College, and ranked among the great surgeons of the country. At the time of his death he was emeritus gynecologist at Jefferson College, chief gynecolo-

gist at St. Agnes's Hospital in Philadelphia, and president of the Philadelphia Obstetrical Society. Dr. Da Costa was a Fellow of the American Surgical Association and the College of Physicians of Philadelphia, and an associate member of the Society of Gynecology and Surgery of Bucharest. He was the author of "A Manual of Modern Surgery," first published in 1895, edited the English edition of Zuckerkandl's "Operative Surgery" in 1899, and the new American edition of "Gray's Anatomy" in 1905.

PERIODICAL NOTES.

Judge has changed its size to that of the *Literary Digest*.

The Electrical Age, an old established trade paper, has ceased publication.

The Man's Book, after several changes of name and style, has been discontinued.

JUST now there is a natural boom in aviation magazines, *The Aircout*, beautifully printed, and *Aero* being the latest in the field.

The Canadian Century, of Montreal, has taken over *Canadian Life and Resources*, of the same city, and the two have combined. Archie P. McKishnie, formerly of the *Toronto World*, has taken editorial charge of the *Canadian Century*.

THE PALMETTO PUBLISHING COMPANY will bring out the initial number of the *South Carolina State Magazine* in Aiken in January. The magazine will be edited by Walter E. Duncan, now of the *Aiken Sentinel*. The publication will be non-political in character and will aim to boost State industries.

PERHAPS the first bona-fide commercial advertisement of an aeroplane to appear in a popular magazine was that of the Metz-Bleriot machine in a recent issue of the *Saturday Evening Post*, headed with an illustration and "Everybody May Fly," and advertising "aeroplanes complete or in the knock-down," motors, propellers and all parts.

ONE of the most significant of contemporary magazine developments is the growth of city "house organs." *Boston 1915*; *Buffalo's Live Wire*, with its attractive cover; *Baltimore*, published by the Merchants and Manufacturers Association of that city; *Forward*, the Indianapolis magazine, now about a year old; and New Orleans's magazine, denominated, like its campaign for the World's Panama Exposition, *The Logical Point*, are but a few examples out of many.

THE *Christmas Bookshelf* showed a bulk of advertising that may have seemed sufficient index of American booktrade prosperity. We confess a feeling of humbleness, however, on the receipt of the holiday number of *Bibliographie de la France*—the New Year's, not the Christmas number, by the way, of that journal—which has a total of no less than 343 pages of display advertising. One hundred and eleven publishing houses are represented, thirty-two of these being periodical publishers. Nearly all the advertise-

ments are illustrated and most attractively displayed, books on aviation being a feature.

CHARLES E. ELLIS and Erwin R. Graves, former New York magazine publishers, who were on trial before the United States Circuit Court for nearly three weeks on the charge of using the mails to defraud in selling the Kornit Manufacturing Co. stock, have been found guilty. Ellis and Graves up to a year or so ago were the publishers of the *Metropolitan* and *Rural Home Magazine*, the *Gentlewoman Magazine*, and the *Magazine of Mysteries* in New York. The Kornit Co. was to manufacture a substitute for hard rubber from cattle hoofs and horns, but went bankrupt within a short time, or after, the postoffice people alleged, Ellis and Graves made a quarter of a million dollars.

THE November *Telephone Review* gives some interesting facts regarding the publication of the New York City Telephone Directory, by far the largest in the world. A half million copies are printed, new editions being provided three times a year. The paper is a special grade of No. 1 news, taking the entire half yearly output of two mills, six million pounds a year being used. The ink, "telephone black," is also of special manufacture. The printing and binding plants, though specially equipped for the purpose, can get out but 25,000 copies a day, and deliveries are made in rotation, but as fast as possible, beginning with the down town exchanges. The deliveries are made, not by the Telephone Company, but by the American District Telegraph Company, about six hundred men being employed for the purpose.

BESIDE the usual *Chronicle and Comment* this month's *Bookman* has the first part of a new series, "The South in Fiction," by Isaac F. Marcossion, covering Kentucky and Tennessee; "The Story of the Christmas Story," by Edna Kenton; and "The College Story," by Frank C. Myers, in the "Inside Views of Fiction" series. The Christmas season is also represented in Gardner Teall's "The Illustrators of the Christmas Story," and in illustrated reviews of holiday books by Algernon Tassin, and of the holiday juveniles by Grace Isabel Colbron. Frederic Taber Cooper continues his "Craftsmanship of Writing," preaching this month "The Gospel of Infinite Pains," and Clayton Hamilton gives an illustrated review of "The Plays of the Autumn Season."

The *Printing Art* for November is an issue of more than usual interest to book publishers, book illustration being the special theme of the number. Following an article by Harry Lyman Koopman on "Book Values, Public and Personal," there follow a number of examples of book illustration in colors. Also "Examples of Title and Text-Pages" from F. A. Stokes Co., Dodd, Mead & Co., Harper & Bros., Houghton Mifflin Co., The Stetson Press, Boston; F. J. Trezise, Chicago; and "Examples of Book Illustrations" from Little, Brown & Co., Ginn & Co., D. C. Heath & Co., Alfred Bartlett, Boston; Henry Holt & Co., Harper & Bros., Dodd, Mead &

Co., and Jennings & Graham, Cincinnati. There is the second part of an article by Frank Chouteau Brown on "Architectural Illustration," illustrated with drawings by Emanuel and Vierge, and from photographs; and an editorial, "As to Book Illustrations."

The *Brooklyn Daily Times*, established in 1848, has been purchased by Brooklyn bankers and business men. For many years the paper was controlled by James A. Sperry and the estates of Bernard Peters and William Cullen Bryant. Thomas P. Peters, the present editor, will retire from newspaper work to engage in the practice of law. The new editor will be John M. Cruikshank and the new business manager will be Richard C. Ellsworth. Both were at one time engaged in newspaper work in Manhattan and Brooklyn. Recently they were residents of Carthage, N. Y., where they were proprietors of the *Carthage Republican*. Mr. Cruikshank will be president of the new corporation, which is capitalized at \$350,000. The *Times* will be independent Republican in politics.

LITERARY AND TRADE NOTES.

RAND, McNALLY & COMPANY have just issued "Naya, a Story of the Big Horn Country," by Elizabeth Egleston-Hinman. Naya, the heroine, is the daughter of an Indian princess and an English gentleman. Her sad love story and brave meeting of her great sorrow make her a fascinating character. The illustrations are in color by De Forest Schook.

EVERYBODY knows that authors take many of their characters from real life, but it is seldom that author and characters "own up." Owen Johnson, however, lately attended a reunion of the chief characters in his Lawrenceville book, "The Varmint," and had his picture taken along with "The Roman," "Hickey," "Finnegan" and "Turkey Reiter."

JOHN C. WINSTON COMPANY have published "Fairy Tales of All Nations," translated and edited by Logan Marshall. The collection contains old favorites and many new ones drawn from English, German, French, Italian, Arabic, Russian, Japanese, and other sources. There are thirty colored pictures selected to illustrate all the nationalities represented in the tales.

MR. FROWDE is adding immediately to the *Oxford Poets* and the series of *Oxford Standard Authors*, a new anthology, entitled "A Book of Light Verse," edited by R. M. Leonard, the compiler of "The Pageant of English Poetry." The volume contains numerous copyright poems, English and American, a frontispiece consisting of portraits of Herrick, Jonson, Prior, Praed and London, notes, and full indexes. An Oxford India paper edition will also be published.

FROM George H. Doran Company we have received "Better Times," speeches by David Lloyd George, Chancellor of the Exchequer, in which he deals with great reform measures of his planning, looking toward the abolishing of poverty, giving the working man se-

curity, and the more equitable redistribution of wealth; and Ralph Connor's "The Recall of Love, a Message of Hope," in which the author of "The Dawn of Galilee" tells of Peter's receiving the message from Jesus which recalled the man dishonored and broken by weakness back to his work in the world.

HENRY HOLT & COMPANY publish this week "Natural Philosophy," by Wilhelm Ostwald, translated by Thomas Seltzer. The original of the book was published as volume 1 in Reclam's "Bücher der Naturwissenschaft." The author was exchange professor at Harvard in 1905, and was last year the winner of a Nobel prize. His book gives a résumé of modern natural philosophy as opposed to the old academic philosophy based on metaphysics. Romain Rolland's "Jean Christophe" is also issued this week by the same firm; and "A First Book in English Literature," by Henry S. Pancoast and Percy Van Dyke Shelly.

Book advertisers noticed with interest the novel advertisement which appeared in a recent number of the *Times Saturday Book Review* of Hudson Maxim's new book, "The Science of Poetry." The advertisement was entitled "Katy Did and Katy Didn't," and spread over the page were quotations from various reviewers of the book, some of whom liked it and some not. One of the reviewers states that Maxim "lacks all sense of humor," and another says "the book is plentifully besprinkled with humor." One states "the illustrations are superfluous," and another mentions that "the pictures alone make the book a possession worth having."

ALL New York City second-class mail is to be handled at the new branch of the New York post-office in the recently finished Pennsylvania Terminal at Thirty-third Street and Seventh Avenue. The mail is to be delivered direct to cars standing on tracks at the new postal station. It is claimed that from half to three-quarters of an hour will be saved to publishers in the delivery of their publications under the new plan. The general post-office at Park Row and Broadway will handle only first-class and parcel mail. Many publishers will send their mail in their own delivery wagons to the mail cars in the new station. If the new methods of handling second-class mail are successful, it is said that it will be extended to other cities.

UNIVERSITY OF CHICAGO PRESS have just issued "Pragmatism and Its Critics," by Addison W. Moore, a clear and intelligible summing up of the long controversy on the difficult theories. The most technical details are presented in such a way as to be comprehensible to all who have given interested attention to the movement, special emphasis being laid on: The historical development of the pragmatic movement; Its relation to the conception of evolution; The social character of pragmatic doctrine. The University also issues "The Meaning of Social Science," by Albion W. Small, outlining a plan of co-operation among the various types of specialists

in social science. Its keynote is that the main business of social science is to be the means by which men may most surely progress toward the largest realizations of life.

"THE MEMOIRS OF BERTHA VON SUTTNER" has just been issued in two volumes by Ginn & Company. The Baroness's services for the cause of peace and international fraternity have been of unique significance. Few workers, if any, in the whole international field have exercised in recent years a wider or a deeper influence. Her powerful story, "Lay Down Your Arms," has been called the "Uncle Tom's Cabin" of the peace movement. To her inspiration, it is understood, is due the provision by Alfred Nobel for the annual Nobel peace prize. By pen and by tongue, in books and in pamphlets, through the press and on the platform, in the cities of Germany and in the International Peace Congresses, her activities for the peace cause have been indefatigable.

JOHN LANE COMPANY have just published "Literary Lapses," by Stephen Leacock, a collection of bright and entertaining papers on many subjects; A. M. Broadley's "Napoleon in Caricature, 1795-1821," with an introductory essay on "Pictorial Satire as a Factor in Napoleonic History," by J. Holland Rose. The work is in two volumes, and is profusely illustrated. "William Harrison Ainsworth and His Friends," by S. M. Ellis, is a two-volume biography of the exceptionally eventful career of this picturesque figure in nineteenth century literature; and the autumn number of the *International Studio*, "Peasant Art in Sweden, Lapland and Iceland," containing a vast number of most interesting examples of handicraft which have been especially photographed for reproduction in this volume.

DUFFIELD & COMPANY have just published "Cookery for Little Girls," by Olive Hyde Foster, a book not for the child to use by herself, but for her mother or teacher to use in showing her just how she ought to do things in the kitchen; and "Angela's Quest," by Lilian Bell, a novel whose heroine is brought up in a convent with no knowledge of her identity, and who goes out into the world to find her parents. Many things of a most unusual kind happen to her before her quest is ended and happiness is hers. Duffield & Company have had to postpone until January the publication of H. G. Wells's "The New Machiavelli," the central figure of which is an English statesman, disgraced and exiled, like the famous Italian, but through his own choice, not external misfortune. This firm has published "The Drums of War," by H. De Vere Stacpoole, a story of Paris in the last days of Napoleon III.'s reign; it is primarily a love story, though through it are woven the twin elements of mystery and danger essential to true romance.

THE publications of the Macmillan Company for the week ending December 3 include "The Doctor's Christmas Eve," by James Lane Allen; "Poultry Laboratory

Guide," by Harry R. Lewis; "Green Willow and Other Japanese Fairy Tales," by Grace James, with forty illustrations in color by Warwick Goble; "The Old North Trail," by Walter McClintock, profusely illustrated; "Economic Annals of the Nineteenth Century," by Dr. William Smart, Adam Smith Professor of Political Economy in the University of Glasgow; "Leaves from the Notebook of Lady Dorothy Nevill," edited by Ralph Nevill, new edition; "Tales of Old Japan," by A. B. Freeman-Mitford (Lord Redesdale), illustrations drawn and cut on wood by Japanese artists; "North Italian Folk," by Mrs. Comyns Carr; "Riddles of the Sphinx," by F. C. S. Schiller, D.Sc.

THE West, with its history, romance and heroism, is developing its own writers, and of these few display greater promise than Joseph Hills Hanson. His first work appeared about one year ago—"The Conquest of the Missouri," devoted to the development and settlement by the whites of that vast territory known as the Missouri River Valley. The long controversy between the whites and Indians is graphically described. This fall Mr. Hanson has two books to his credit—one a collection of "Frontier Ballads," breathing the free air of the plains, and narrating in vigorous and swinging metre the heroic deeds of the cowboy, the trapper, and the pioneer; the other, a red-blooded book for boys, "With Sully into the Sioux Lands," depicting the life of a boy in frontier days and his experiences among the Indians. A. C. McClurg & Company publish these, as also two books by Mabel Tuke Priestman, "Artistic Homes" and "Handicrafts in the Home," from which may be learned much that the home maker will find helpful in planning, building, altering and furnishing the house.

HOUGHTON MIFFLIN Co. publish the last of their books for the present season on Saturday, December 10, as follows: "The Stone Age in North America," an important fully illustrated archaeological work in two volumes by Warren K. Moorehead, curator of the Department of Archaeology, Phillips Academy; "The Old Testament Narrative," in the classic English version, separated out, set in connected order, and edited by Alfred Dwight Sheffield; "At Sunset," a collection of later poems by Mrs. Julia Ward Howe which she was preparing for publication at the time of her death; and "The Story of the Roman People," by Eva March Tappan, author of "The Story of the Greek People," etc. The same house announces the publication this month of a new large paper edition of Wordsworth's complete poetical writings in ten volumes. The keynote of this new edition is suggested in the prefatory essay by John Burroughs, in which he says: "One can hardly appreciate the extent to which Wordsworth has observed and reproduced the spirit of Westmoreland scenery until he has visited that region." With this point in view a remarkable series of photogravures of the Wordsworth country have been reproduced,

thus vividly presenting to the reader the very spirit of the poems.

FREDERICK A. STOKES COMPANY have just published two books of description. "Spain from Within," by Rafael Shaw, is a well illustrated work on the political and social conditions in the Peninsular, the ideas and opinions expressed having been gathered in conversations with the people, particularly those of the working classes. Alfred Stanley Foord's "Springs, Streams and Spas of London, History and Associations" is an account of the water-supply of London from the times when the people depended on wells and springs to the time of house-to-house service. The book has many illustrations. A unique experiment in literature, something partaking of the nature of both the short story and the historical description, has just been published by Stokes under the title of "Historical Vignettes," by Bernard Capes. The book contains a number of imaginary records of dramatic moments in the lives of historical personages, treated fancifully, but in the majority of cases having a legendary basis, and portraying accurately the spirit of the past and the characters treated. Among the characters depicted are Elizabeth on the morning of the execution of Essex, Louis XIV. on the eve of St. Bartholomew, Maid Marian, and Thomas Paine imprisoned.

BUSINESS NOTES.

CHICAGO, ILL.—The Stein Co., booksellers and stationers, 342 State Street, have been petitioned into bankruptcy.

FRESNO, CAL.—L. D. Clark, bookseller and stationer, has sold out his business to James B. Phillips, and South, Fenton & Trautwein have sold out to H. D. Carver.

HARRISBURG, PA.—David W. Cotterel has suffered a loss by fire of \$26,500, \$17,000 of which is covered by insurance.

LOS ANGELES, CAL.—Lamar & Hamilton, stationers, have sold out to I. Weiner.

MANGUM, OKLA.—Postoffice Bookstore has turned its stock over to creditors.

NEW YORK CITY.—The *Publisher and Retailer* has moved to 1048 Lexington Avenue.

NEWPORT NEWS, VA.—James E. Abbe Co., booksellers and stationers, have gone into bankruptcy.

PETERSBURG, VA.—T. S. Beckwith & Co., booksellers and stationers for forty-two years in this city, suffered a total loss by fire Saturday morning in a fire which, starting next door, swept out the business heart of the city. With characteristic promptness the Beckwith Co. on Monday bought out the Brandon Book Co., which was directly across the street, and will continue business in their store. The loss of \$16,000 was covered by insurance. T. Stanley Beckwith has been in the city this week filling up additional Christmas stock, and anticipates that the firm will be able to do as satisfactory Christmas business as ever. His father is the oldest bookseller, we believe, in the State of Virginia.

Books Wanted

Under this head booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from non-subscribers, cost 10 cents a line. Objectionable books are excluded so far as they are noticed.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm-name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withdrawing their use from irresponsible advertisers, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

W. H. Andre, 604 Kittredge Bldg., Denver, Colo.
Set of Autograph Mark Twain, 25 vols., $\frac{3}{4}$ mor., as new.

Antique Book Store, Toledo, O.

Parody on Dr. Livingstone-Stanley African Expedition.

Barnes's Notes on New Testament.
Seymour's Use Short Words.

Clark's Commentaries.

The Antlers Book Shop, 322 Royal St., New Orleans, La.

Fleming, Old Violins and Their Makers.
Von der Trenck, Life and Adventures of.

Jos. Baer & Co., 6 Hochstr., Frankfurt a-M., Germany

Winsor, Narrative and Crit. Hist. of America, 8 vols.
Modern Language Works, vols. 1 to 10.
American Journal of Theology, vols. 1 to 13.

Wm. M. Bains, 1213 Market St., Phila., Pa.

Lowe's Life of Alexander III. Macmillan.
U. S. Pharmacopoeia, ed. of 1840.
Four Phases of Morals, Blackie.

Wm. Ballantyne & Sons, 428 7th St., N. W., Washington, D. C.

Bradley, Sketches of Old Virginia. Macmillan.

H. C. Barnhart, 49 W. Market St., York, Pa. [Cash.]

Nicolay and Hay's A. Lincoln, a History.

C. H. Barr, Lancaster, Pa.

Hibbert Journal, July, 1910.
Five Years of My Life, Dreyfus.
Women of Shakespeare's Family. Laird & Lee.

C. E. Barthell, Ann Arbor, Mich. [Cash.]

Kent's Materia Medica.
Bartlett's Diagnosis.
Buckles's History of England, 1st ed., 2 vols.
Guernsey's Hemorrhoids.

A. A. Beauchamp, 150 W. 91st St., N. Y. [Cash.]

If the person whose "wants" appeared under A. A. Beauchamp in last week's issue, in error, will write him, answers will be sent.
Science and Health, early eds.
Christian Science Journals, vols. before 1900.
Christian Science pamphlets, 1st eds., etc.

Lou J. Beauchamp, Hamilton, Ohio.

Chap-Book, vol. 1.
Annual Reports of Bureau of Ethnology.
Autographs of Lincoln, Twain, writers and actors.
Book Catalogues. Publishers' remainders.

Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis, Ind.

Farmers' State Congress of Indiana, all Proceedings except 2d.
Stoddard's Lectures, 15 vols.
J. N. Deahl, Imitation in Education.
M. W. Plummer, Contemporary Spain.

Bonnell, Silver & Co., 48 W. 22d St., N. Y.

Sailing of Long-Ships and Other Poems, by Newbolt.

Book Collectors' Club, P. O. Box 622, Seattle, Wash.

Burke's Peerage.

Atlas, English or French, to Vancouver's Voyages.
Stoddard's Lectures.

Book Exchange, Toledo, O.

Color Prints and Chromos, Le Blond, Leighton Bros., Currier & Ives, Colton, Zahn & Roberts, Duval & Hunter, and others.
French Novels of 19th Century, Grant Richards.

Book Shop (A. J. Wilcox), Scranton, Pa. [Cash.]

Cole's Celestial Planisphere.
Craft's History of Bradford County, Pa.
McMurray's History of Asylum, Bradford Co.
Pennsylvania Session Laws.
Pomeroy's Equity Jurisprudence, 2d or 3d ed.
Autographs of Authors.

The Boston Book Co., 83 Francis St., Back Bay, Boston.

Living Age, vols. 170-216, 224-245, nos. or vols.

C. L. Bowman & Co., 225 Fifth Ave., N. Y.

Stoddard's Lectures.
Burton Holmes's Travelogues,
Outward Bound Kipling.
Thistle Stevenson.
Century Cyclopædia of Names.
International Encyclopedia.
In first class condition. State condition, date and lowest cash price.

Brentano's, 5th Ave. and 27th St., N. Y.

Home Life of the Head Hunters of Borneo, by Furness.

Crocker's Spanish Necklace.
Clapp's Records of Boston Stage.
Meta Holdenis, Cherbuliez.
Gerard's Marriage, Theuriet.
Young Manger, Theuriet.
Godson of Marquis, Theuriet.
Human Brutes, Zola.
Christian but Roman, Jokai.
Cæsar's Column, Donnelly.
Ivories, Apes and Peacocks.
A. O'Shaughnessy's Life and Works.
Quantrell's Guerrillas.
Hartman's Cosmology.
Anstey's Brass Bottle.
Carrington's Absarka.
Scientific American Reference Book.
Allen's Devil and I.
Berrard's School History of England.
Henderson's Prelate.
Wyllie's Sheffield Plate.
Genealogy of Newcomb Family, J. B. Newcomb.
Cheever's Cyclopædia Moral and Religious Anecdotes.

Poems of Gerald Massey.
Sailor's Log, John Scholz.
Martin's Little Brother of the Rich.
Tyler's Primitive Culture.
American Emperor.
Brother Yves.
Flowers of Ennui.
Marriage of Loti.
Matelot.

Japanese Autumn.
Lands of Exile.
Crowley's Parochial School.
Society as I Have Found It.
Capes's Lake of Wine.
Morgan, On the Beaver.
Dyke's Science of Manuring.
Buchanan's Psychometry.
Hichens's Imaginative Man.
Tricker's Water Garden.
Mrs. Davis's Memoirs of Jefferson Davis.
Medicus in Love.
Romance of Ludwig II.
Maspero's Dawn of Civilization.
Wakeman's History of the Church of England.
First Men in Moon.
Kulpe's Introduction to Philosophy.
Dramas of Sheridan Knowles.
Blue Goose.
Vision of Elijah Berl.

BOOKS WANTED.—Continued.

Brentano's, 1223 F St., N. W., Washington, D. C.
Cox, Reminiscences of the Civil War.
Schuyler, Colonial New York.
Perton, History of Augusta County, Va.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

Thomas Jefferson, the Man of Letters, by L. H. Boutell.
Natural Method of Memory and Memory Training, by W. Wright.
Freshman and Senior, J. E. Wright.

History of the Social Movement in France, Vaill.
Research Committee of the Committee of Fourteen.
The Social Evil in New York City: a Study of Law Enforcement, by Kellogg.

Bryant & Douglas Book and Stationery Co., 922 Grand Ave., Kansas City, Mo.

Gass, Voyages and Travels, early ed.
Sophia Jewett, Pilgrim and Other Poems.

The Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
Baroness Bunsen's Memoirs of Baron Bunsen, 2 vols.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.
Vol. 8 of Rees's Encyclopedia.
Vol. 6 of Encyclopedia Britannica.

John Byrne & Co., Washington, D. C. [Cash.]
New York Herald, March 31, April 20, 28, July 4, 24, Oct. 5, 6, 7, 8, 13, 14, 22, 1910.
Tidd's Practice 2 vols., 1856.
D. C. Appeals Cases, vol. 10.
Court of Claims Reports, vol. 13.
Yale Law Journal, vol. 15, Index.
Drone, On Copyrights.
Bolles, Important English Statutes.
Evan Harris, Entries, 2 vols. Balto., 1831.

NOTE

The Office of The Publishers' Weekly is indebted to several dealers who considerately and voluntarily sent in lists of names of private collectors in the United States for the directory which we have in preparation. If any other subscribers would like to contribute to the completeness and usefulness of this compilation, their lists, if sent in during December, will be thankfully received and added to the directory.

J. W. Cadby, 50 Grand St., Albany, N. Y.
Schoolcraft's Indian Tribes of U. S., vols. 5-6.
Bancroft's History of U. S., vol. 10.
Portfolio, Phila., 1814.
Southern Literary Messenger, Sept., Oct., 1861; Jan., '62.
Harper's Weekly for 1894; Feb. 21, 28, '03.
Chataquan, July, 1897.
Moody's Magazine, Dec., 1909; March, June, '10.
Catholic World, Jan., Feb., July, 1899; Jan., 1900; Sept., Oct., '04.

Campion & Co., 1316 Walnut St., Phila., Pa.

Household ed. of Dickens, green glazed cl.
Atherton, The Conqueror, 1st ed.
Phalatia.

Casanova, odd vols. of 2 vol. ed.

Carnegie Free Library, Duquesne, Pa.

Goode, American Fishes.
Tolstoi, Invaders. Crowell.
Tolstoi, Long Exile.
Tolstoi, Russian Count.

T. H. Castor & Co., Tremont Bldg., Boston, Mass.
McIlvaine and Macadam, 1000 American Fungi, 2d ed. 1902.

Catholic Church Supply House, Beach and Kingston Sts., Boston, Mass. [Cash.]

Elliott, Life of Father Hecker. Columbus Press.

The City Library, Springfield, Mass.

Freytag, Gustav, Debit and Credit, 2 copies.
Stawell, R., Motor Tour in Wales and the Border Counties. Page.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Millennial Star, all vols. after vol. 21.
Book of Commandments (Mormons). 1833.
Doctrine of Covenants (Mormons). 1835 and '46.
Nauvov Expositor, 1844.
Times and Seasons, vols. 1 to 3.
Evening and Morning Star, 1833.
Messenger and Advocate, 1834-5.
Journal of Discourses (Mormon), any vols. except 2 and 21.
Mormon Publications, any.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Princess Puck, by Silberrad.
American Fur Industry, by Chittendon.
Brooks's Foreign Exchange between the United States and England, France, Germany, etc.

Cleveland Public Library, Cleveland, O.

Chambers, Book of Days.
Gleason, 150th Regiment, Ohio Volunteer Infantry.
Larned, History for Ready Reference, 7 vols.
Stoddard, Lectures, vol. 10.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Nomenclature of Colors, Ridgway.
Rise and Fall of the Confederacy.

Columbia University Book Store, 117th St. and Broadway, N. Y.

Dean, Fishes, Living and Fossil.
Plato's Works, by Jowett.

Peter Cohan, Saratoga Springs, N. Y. [Cash.]

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R. W. Crothers, 246 4th Ave., N. Y. [Cash.]
New York Marriage Licenses.

M. Curlander, Baltimore, Md. [Cash.]

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Davis Book Store, 41 W. 42d St., N. Y.

Notes on Physical Diagnosis, by Draper and Norrie.
Pub. by T. Dougherty.

Ernest Dawson, 518 S. Hill St., Los Angeles, Cal.
Origin of All Things, by L. M. Arnold.

Dawson's Book Shop, 518 So. Hill St., Los Angeles, Cal.

California, Arizona and Southwestern books wanted.

Charles T. Dearing, Louisville, Ky.

The Great Revivals in the Southern Army, 1877, by W. W. Bennett.
Handbook of Revivals, by Henry C. Fisher. 1887.

W. M. Deisher, 18 N. 5th St., Reading, Pa.
Francis Abbott, The Hermit of Niagara.

Deseret News Book Store, Salt Lake City, Utah.
Survey of London, by John Shaw. Pub. by Routledge.

Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

Prices Interest Tables, 2 to 4½ per cent.
Origin of Names of Streets of New York.
History of Banking in All Nations, 4 vols.
Hendricks's Trade Directory, 1910.

Chas. H. Dressel, 559 Broad St., Newark, N. J. [Cash.]

Son of Perdition.

Dulany-Vernay, 339 N. Charles St., Baltimore, Md.

Galt, Life of Benj. West, Artist. London, 1820.
Ridpath, History of the World.
Taylor, Fiddle and Bow.

G Dunn & Co., 403 St. Peter St., St. Paul, Minn.

Journal of Am. Chemical Society, April, 1909.
N. Y. Teachers' Monograph, Dec., 1907; March, '08.
Popular Science Monthly, June, 1895.
Education, Oct., Nov., 1890; Oct., 1907; June, '10.
Western Architect, Aug., Nov., 1902; July, '04.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

My Father as I Recall Him, Dickens. Dutton.
Volney Streamer, Kissner.
Cadet Life at West Point, by R. R. File.
Love's Desmesne, G. H. Ellwanger, 2 vols. D., M. & Co.
Medical Recollections of the Army of the Potomac, by Jonathan Letterman. Appleton.

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 Ellwanger, On Gold and Silver.

Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.
 Madame de Staël and Her Lovers, by Gribble. Pott.

Geo. Engelke, 555 N. Clark St., Chicago, Ill.
 Obsolete American Securities. 1904.
 Dillon, History of Indiana. 1843.
 Papers of the Archæological Institute of America, A. F. Bandlerier.

H. W. Fisher & Co., 214 S. 15th St., Phila., Pa.
 Companions in Sierras, by Rudy. Lane.

Buchhandlung Gustav Fock, G. m. b. H., Leipzig, Germany.
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Fowler & Wells Co., 18 E. 22d St., N. Y.
 Evolution of Man and Christianity, MacQueary.

Franklin Bookshop (S. N. Rhoads), 920 Walnut St., Phila., Pa.
 Walter, Flora Caroliniana. London, 1788.
Insect Life, vol. 6, nos. 4 and 5.
 Raleigh, History of the World, vol. 6.
 Brinton, The American Race.
 Goodrich, Manners, etc., N. Amer. Indians.
 Burroughs, Locusts and Wild Honey. Bost., '79.
 Twining, Illus. of Nat. Ord. Plants. Lond., '68.
 Brent, The Pigeon Book.
 Moore, Columbarium, or Pigeon House.
 Linnaeus, Fauna Svecica, Lug. Bat. 1746.
 Bul. 15, U. S. National Mus., 1879.
 Gray, List of the Genera of Birds. Lond., 1841-2.

Free Public Library, Jersey City, N. J.
 Martin, Through Five Republics
 Molesworth, House to Let.
 Farr, Robin.
 Payn, Beggar on Horseback.
 Payn, Clyffords of Clyffe.

E. French, 324 W. Monroe St., Springfield, Ill.
 Duruy's History of Rome, second-hand, contents perfect.
 Lotus Leaves.

Philip H. Furman Co., 363 W. 51st St., N. Y.
 Riverside Natural History, 6 vols.
 Young Folks' Library, 21 vols.
 Parker's Bible, St. John, Revelation.
 Sterner, Ego and His Own.
 Genealogy, Savage, Tuttle.

J. K. Gill Co., Portland, Ore.
 Recollections of a Private, Goss.

Goldsmith Bros., 26 E. Baltimore St., Baltimore, Md.
 Ridpath's History of the World, 9 vols.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.
 McPherson, Political Hist. of Reconstruction.
 Rylands, Memoirs of J. Kitto.
 Smiles, Life of G. Stephenson.
 James, Princess Casamassima.
 Verne, 20,000 Leagues, old Scribner ed.
 New England Bygones.
 Windle, Remains of Prehist. Age in England.
 Ripley, Races of Europe.
 Eadie, Life of John Kitto.
 Smiles, From Forecastle to Cabin.
 Hall, Amer. Navigation.
 Wells, Our Merchant Marine.
 Soley, Maritime Industries of America.
 Nicholas, Chron. of Hist. (Cabinet Cyclo.).

J. J. Gray, Box 483, Raleigh, N. C.
 Clark's or Matthew Henry's Commentaries.
 Mother, Home and Heaven, Our Father's House.
 Ky., Tenn. and Ga. Histories.
 Webster's International Dictionary. 1907.
 Any N. C. or Va. Histories.

The Harrison Co., Inc., Atlanta, Ga.
 Stille, History of the U. S. Sanitary Commission.

Harvard Co-operative Society, Cambridge, Mass.
 Neale, Celestial Country. Lentilhon.
 Milton, Paradise Lost, illus. Dore.
 Poe, Raven, illus. Dore.
 Ringwalt, Develop. Transp. System.
 Sutherland, Notes on Constitution.
 Tennyson, Idylls of King, illus. Dore.
 Winter, Life of Booth. Macmillan.
 Addis, Documents in the Hexateuch.
 Boissier, Country Horace and Virgil. Putnam.
 Coleridge, Ancient Mariner, illus. Dore.
 Dante, Inferno, illus. Dore.
 Dante, Purgatorio and Paradiso, illus. Dore.
 Henley, Poems. Scribner.
 Hobhouse, Democracy and Reaction. Holt.
 Kiepert, Manual Ancient Geog. Macmillan.

R. E. Helbig, Lenox Library Bldg., N. Y.
Deutsche Pioneer, Cincinnati, Oct., 1884, and vols. 17 and 18, 1885-'87.

John Highlands, 1106 Arch St., Phila., Pa.
 Constitutional History of United States as Developed in American Law, by Cooley, etc. Putnams.

Walter M. Hill, 631 Marshall Field Bldg., Chicago, Ill.
 Baas, History of Medicine. Pub. by R. E. Pelton, N. Y.
 Any Book of Iceland, or in the Icelandic language, maps, etc.
 Bibliographical Society's Publications, complete set from beginning in 1893 to 1909.
 Racinet's *Le Costume Historique*, large paper. Didot, 1888.
 Dostoevsky's Works, any translation.
 What is Man. N. Y., De Vinne Press, 1906.
 Hay, John, A Poet in Exile.
 Vitrac, Maurice, The King Who Never Reigned.
 Skinner, James Ralston, Key to Hebrew-Egyptian Mystery.
 Hotten, J. C., Our Early Emigrant Ancestors. Bouton.
 Women of Court of Charles II.

Hill Memorial Library, Baton Rouge, La.
School Review, pub. at University of Chicago, vol. 1, no. 7; vol. 4, nos. 8, 9, 10; vol. 5, no. 1, 2, 3, 8, 9; vol. 16, no. 7.

Hinds & Noble, 31-35 W. 15th St., N. Y.
 Set of Britton and Brown's Illustrated Flora, 3 vols.

Hirschfield Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.
 Transactions of the American Orthopedic Assoc., vols. 4 and 5.

Paul B. Hoeber, 69 E. 59th St., N. Y.
 Deaver, Surgical Anatomy, 3 vols.
 Lockwood, Appendicitis.
 Berry, Thyroid Gland.

C. W. Houghton, 21 Bromfield St., Boston, Mass.
Birds, Feb., 1897.
Cosmopolitan, March, 1886; Nov., '88.
Education, Sept., '95; Sept., Nov., '99.
Review of Reviews, April to Oct., 1891, any nos.

Paul Hunter, Nashville, Tenn. [Cash.]
 Keene's Surg., 5 vols., cheap.
 Muther's Hist. Painting, etc., cheap.
 Stoddard's Lectures, 14 or 15 vols., hf. mor.
 Vega, Logarithms, 7 Places.

Hunter & Co., Richmond, Va.
 Hammersley's War Register (Rev. War, 1775-'82).

A. J. Huston, 92 Exchange St., Portland, Me.
The Curio, Sept., 1887.
 Life of Michael Faraday, by Dr. Bence Jones.

Hyland Bros., Portland, Ore.
 MacKey's Lexicon of Free Masonry, 7 vols.
 MacKey's Symbolism of Free Masonry.
 Delmas's Speeches.
 Any books on Oregon.
 The Crucifixion, by an Eye-Witness.
 Mrs. Rutledge's Cook Book.
 The Dixie Cook Book.

Hall N. Jackson, 719 Vine St., Cincinnati, O.
 New International Encyclopedia, 20 vols., cl. Pub. by Dodd, Mead & Co.

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A Harvard Episode, Flander.
Diary of a Freshman, Flander.

*** U. P. James, 127 W. 7th St., Cincinnati, O.**
Villon's Poems, trans. by John Payne. Villon Soc. ed.

J. H. Jansen, 205 Caxton Bldg., Cleveland, O.
International Studio, March, April, July, Oct., Nov., Dec., 1907; Jan., Feb., April-July, Sept., Dec., '08; Jan., Feb., March, May, Aug., '09.

William R. Jenkins Co., 851 6th Ave., N. Y.
2 copies of Dodo, by Benson.
Power of Sound, by Gamey.
Verdant Green at Oxford.
Nietzsche, by Commons. Pub. by Dutton.
Charming Humbug, by Clark. Dutton.
Broussais, Irritation and Insanity, with translation and notes and appendix by Thomas Cooper. Columbia, S. C., 1881.

E. W. Johnson, 121 E. 23d St., N. Y.
Earle, Old-Time Gardens.
Evans, Admiral's Log.

The Edward P. Judd Co., New Haven, Conn.
Barons of Rapahannock.

The Kendrick-Bellamy Stationery Co., Denver, Colo.

Mme. De Staël and Her Lovers, by Gribble, cl. binding. List \$3.50 net.

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Gilbert and Sullivan's Operas, by Fitzgerald.

Charles E. Lauriat Co., 385 Washington St., Boston.

Midsummer of Italian Art, Stearns. Putnam.
Story of the Wild West, W. F. Cody. Historical Pub. Co.
Elihu Burritt's Walk from London to John O'Groats.

Elihu Burritt's Mission of Great Sufferings.

Hist. of Wyndham County, Conn.

Way of the Sea, Duncan. Revell.

Milton's Poems, 6 vols., Turner plates.

Wordsworth, 6 vols. Moxon, 1857.

Spencer, 6 vols. Pickering.

Last 10 vols. of Britannica, including new index.

Lemcke & Buechner, 30 W. 27th St., N. Y.

Moldenke, the Tale of 11 Brothers, Papyrus d'Orbigny. New York, 1886.

Edward E. Levi, 820 Liberty St., Pittsburg, Pa.
Magazine containing colored plates of the iris (flower).

Lexington Book Shop, 120 E. 59th St., N. Y.

Century Dictionary of Names.

Derby, Squibb Papers.

Harper's Young People, 1886-'89.

White, Historical Collections of Ga.

Hamilton, A Collection of Facts and Documents. Riverside Press.

Cooper, Genealogies.

Le Moyne, Narrative of Le Moyne.

Bartram, J., Account of East Florida.

Payne, Arabian Nights, vol. 1.

Dusenbury, Genealogical Record of the Descendants of Thos. Carhart.

Bartram, East Florida. 1881.

Le Moyne, Narrative of French Expedition. 1875.

Hamilton, Collection of Facts. 1904.

Whitlock, Life of John Jay.

Carhart Genealogy. N. Y., 1880.

N. Liebschutz, Louisville, Ky.

Several sets of Spalteholz's Anatomy, in German.

The Lincoln Book Store, 1126 O St., Lincoln, Neb.

Daughter of Raasay, by Wm. McLeod Raines.

Stokes.

The Story of Sarah, by M. Louise Forsslund (M. Louise Foster). Brentano's, pub.

Little, Brown & Co., 34 Beacon St., Boston.

Grillparzer's Sappho, trans. by Frothingham.

Freeman's Norman Conquest, 6 vols.

Xenophon's Art of Horsemanship, Little, Brown & Co.'s ed.

Dickens's Bleak House, 4 vols., or any odd vols., Sheldon ed. 1863.

Journal and Letters of Samuel Curwen. Little, Brown & Co.

J. S. Lockwood, 530 Atlantic Ave., Boston, Mass.

Wm. Day, Story of American Freedom, by Geo. L. Davis. Scribner, 1855.

W. H. Lowdermilk & Co., Washington, D. C.,

Buck, Plate Old and New.

Stanton, Eighty Years and More.

Cole, Encyclopedia of Dry Goods.

Geiger, Peep at Mexico.

Custer, My Life on the Plains.

Butterfield, History of the Girtys.

History of the Interments at Wallabout.

Marshall, T. F., Speeches and Writings.

Chanute, Progress in Flying Machines.

Dufour, Strategy and Grand Tactics.

Roscoe, History of the Theory and Construction of Böhm Flute.

Siborne, Waterloo Letters.

Oliphant, Zaidée.

Stoddard, Life of Lincoln.

Fuller, Wisdom of the Ages.

Moulton, Library of Literary Criticism.

Leech, Pictures of English Society.

Roster of Wisconsin Volunteers, vol. 2.

Browne, Religio Medici, Pickering ed.

Fanning, Voyages.

McDevitt-Wilson, 30 Church St., N. Y.

Doyle's English in America, 1st 3 vols.

Hanna's Book on the Scotch-Irish.

Flagg's Life and Letters of Washington Allston.

Chatto's Treatise on Wood Engraving, 400 illus.

Armorial Families, Fox-Davie, ed. Edin., 1893.

Clark's Indian Sign Language. Phila., 1885.

Zorn's Grammar of Dancing, 2 vols.

Joseph McDonough Co., 98 State St., Albany, N. Y.

N. Y. Hist. and Biog. Record, vol. 2, no. 4, Oct., 1893; vol. 27, no. 2, April, '96.

Smith, Lecture of Remains of Jeremy Bentham. 1832.

History of Washington Co., N. Y.

Lowe, Five Years a Dragoon.

The Macmillan Co., 66 5th Ave., N. Y.

Buccaniers of America: or a true account of the . . . assaults committed . . . upon the coasts of the West Indies, by the Buccaniers of Jamaica and Tortuga . . . especially the . . . exploits of Sir Henry Morgan . . . written originally in Dutch by J. Esquemeling . . . now . . . rendered into English. W. Crooke, London, 1684. 403.

Vignols, Leon, La piraterie sur l'Atlantique au XVIIIe siècle. Rennes, 1891.

Herrera y Tordesillas, Antonio, Historia general de las Indias, 4 vols. Madrid, 1601-'15.

Henry Malkan, 42 Broadway, N. Y.

New York and Erie Railroad Guide. Harper.

B. F. Taylor, Old Time Pictures. Griggs.

Vol. 16 of Stevenson's Works, Thistle ed.

Manhattan Book Store, 201 E. Broadway, N. Y.

Three Months Under the Snow, trans. from French.

Fulton, Justin D., How to Win Romanists.

Fulton, Justin D., The Fight with Rome.

I. C. S. Reference Library, nos. 50, 171, 172, 173, 174.

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Evans Genealogy.

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Deaver's Anatomy.

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Hervy, Book of Christmas. L. B. & Co.
Brann's Iconoclast, 2 vols.
O'Reilly, J. B., Complete Poems of.
Stevens, Facsimiles of Manuscripts in European
Archives Relating to America, 25 vols.
Chaucer, 5 vols., British Poets Series.
Richman, Ready Reckoner. 1898.
Smith, The Widower. Dillingham.
Watson, Men and Times of the Revolution.
Watson, Cactus Culture for Amateurs.

Edward Mills, 607 Chestnut St., St. Louis, Mo.
Vol. 8 of Wallace's Year Book.
Reynolds's Illinois.

Moody's Magazine, Bk. Dept., 35 Nassau St., N. Y.
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Harriman, Alaska Expedition, any vol.

Morris Book Shop, 165 Wabash Ave., Chicago, Ill.
Adam, Rand J., Decorative Work.
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Jones, H. A., Rogue's Comedy, Judah, The Physi-
cian, Philistines.
Stephen's Yucatan.
Huntington, How to Teach Kitchen Garden.

F. A. Nast, Box 959, N. Y. City.

Elliott's Debates on the Adoption of the Federal
Constitution.
Rawle's View of the Constitution of the United
States.
De Witt's Impeachment and Trial of Andrew John-
son.
Lindsay's, Thos. M., History of the Reformation.
Theo. S. Fay's Hoboken.
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Henley Shakespeare, 20 vols.
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Brann's Iconoclast, 2 vols.
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Bernard Quaritch's Catalogue of Books.
Scarce Chesterton items.
1st eds. of G. B. Shaw.

N. Y. Medical Book Co., 45 E. 42d St., N. Y.

Bulkley, Syphilis of the Innocent.
American Journal of Psychology, Sept., 1890; Sept.,
'91.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.

Forrest and His Men, by Wright.
Olney Hymnal.
Irving, The Alhambra. 1850 ed. Putnam.
Gayarre, Louisiana, Spanish Domination.

H. G. Noel, 304 N. 4th St., St. Louis, Mo.

Jas. Thomson's Poetical Works, 2 vols. London,
1895.
Samoa 'Uma, Churchill.
South Sea Islands, descriptive works by B. Grim-
shaw, and other modern writers.

Old Corner Book Store, 27 Bromfield St.,
Boston, Mass.

Atlas to Illus. Geography of the Stars. E. H.
Burritt, Hartford.

H. A. O'Leary, 1483 Flatbush Ave., Brooklyn, N. Y.
Greenhow, Memoir Historical and Political on the
N. W. Coast. Wash., 1840.

O'Shea Book Store, 109 E. 59th St., N. Y.

Baby World Stories, Rhymes and Pictures for Little
Folks, compiled from St. Nicholas.

E. H. Otting, Warren, O.

Red Book of Free Masonry.
International Studio, nos. 141, 142.
Buckle's Civilization in England.
Bailey's Cycl. Horticulture and Agriculture.

William Patten, 416 W. 13th St., N. Y.

Composition, by Arthur W. Dow. Pub. by Baker
& Taylor.
1st ed. of Ten Tales, by Francois Coppee, Ameri-
can ed.

Pettis Dry Goods Co., Indianapolis, Ind.

Lauriel, or the Love Letters of an American Girl.

Powers Mercantile Co., Minneapolis, Minn.

III, by Hepworth.
Adventures of Tim Pippin.

Powner's Book Store, 107 Clark St., Chicago, Ill.

I've Been Thinking, or James Montjoy.
Cincinnati City Directory for 1907 and '08.
Ladies' Home Journal, Sept., 1904, cover only.

Presbyterian Board of Pub., 328 Wabash Ave.,
Chicago, Ill.

Meeting Place of Geology and History, Dawson.
Revell.

C. J. Price, 1126 Walnut St., Phila. Pa.

W. Carleton, Any of his Irish Stories, Sadlier's eds.
The Last Days of Marie Antoinette, by Lord Ron-
ald Gower, square 8vo. London, 1885.

Public Library, Cincinnati, O.

Stoddard, J. L., Stoddard Lectures.

Public Library, Washington, D. C.

Speed, Thomas, Wilderness Road.
Stories of the Colleges. Lipp.
Vielers, B., ed., Case of Woman's Suffrage. Wessels.
Whitcher, F. M., Widow Bedott Papers.

Raymer's Old Book Store, Spokane, Wash.

Meyer's Phantasm of the Living.

W. G. Reeve, 1128 Detroit St., Denver, Colo.

Chase, Abner, Recollections of the Past. N. Y.,
1846.
Letters of Dr. Richard Hill. Phila., 1854.
Chapman, C., Franklin's Oath. Pittston, Pa., 1880.
Whig Almanacs for 1839-'43.
Swisher, J., How I Know. Cincinnati, 1880.

G. F. Reifsneider, 114 E. 59th St., N. Y.

Williams, Territory of Florida. 1837.
Lossing's Signers of the Declaration. 1866.
White, Hist. Collection of Georgia.
Oman, History of War.
Childs, English and Scottish Ballads. Riv. Press.

Peter Reilly, 133 N. 13th St., Phila., Pa.

Impressions and Opinions, George Moore.

H. Taylor Rogers, Asheville, N. C. [Cash.]

Original ed. of The Christian Harmony.

J. F. Ruggles, Bronson, Mich.

Conebeare and Howson's St. Paul's Life.
Ridpath's Hist. World.
Mosheim's Ecc. Hist.
Hist. Baptists, by Jones, Orchard, Benedict, Cutting.
Findlater's Ladder to the Stars. Appleton.

St Paul Book and Stationery Co., St. Paul, Minn.

The Death Penalty, by Palm.
Life of Thoreau, by William Ellery Channing.

Schaefer & Koradi, Philadelphia, Pa. [Cash.]

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 Hawthorne, Marble Faun, vol. 2, Little Classic ed., brown cl.
 Hawthorne, Septimus Felton, Little Classic ed., brown cl.
 Lappenburg's Anglo-Saxon, 2 vols.
 Sichel, Catherine de Medici.
 Midsummer Night's Dream, illus. by Rackham.
 Rip Van Winkle, illus. by Rackham.
- John E. Scopes, 53 Maiden Lane, Albany, N. Y.**
 Gordon's American War, 4 vols., uncut. Lond., 1788.
 French's Gazetteer. N. Y.
 Geddes, Account of Savage Treatment of Prisoners. Boston, 1830.
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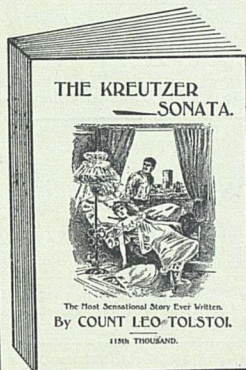
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